Applied Research, Inc.
P.O. Box 11220
5025 Bradford Blvd
Huntsville, AL 35814
(205) 837-8600
Harold D. Bradley, President
Total Employees: 123
Private

Commercial Systems Laboratories, Inc.
459 Dean Road
Auburn, AL 36830
(205) 821-1133
L. Loker, President
Total Revenue (Est) : $ 1.0 m
Total Employees: 20
Services: AppSW
Private

Computer Services Corp.
200 Bank for Savings Bldg
Birmingham, AL 35203
(205) 320-6900
Roland B. Smith, President
Private

CS Laboratories, Inc.
P.O. Box 2871
Auburn, AL 36831-2871
(205) 821-1133
Ken Coker, President & CEO
Total Employees: 24
Services: AppSW
Private

Datacount Inc.
P.O. Box 3078
Opelika, AL 36801
(205) 749-5641
Y.H. Rutenberg, President
Total Revenue FYE 12/87 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 100
Services: Proc
Private

DYATRON Corporation
210 Automation Way
P.O. Box 235
Burmingham, AL 35201
(205) 956-7500
Charles E. Rueve, President
Is Revenue FYE 12/87 : $ 36.6 m
Total Employees: 430
Services: Pfs Proc AppSW SysInt
Public

Electronic Processors, Limited (EPL)
1225 Fifth Avenue, North
Birmingham, AL 35203
(205) 325-3939
Robert Altmar, President
Total Revenue (Est) : $ 5.6 m
Is Revenue (Est) : $ 4.8 m
Total Employees: 70
Services: Proc AppSW
Parent Company: American First Credit Union

Intergraph Corporation
One Madison Industrial Park
Huntsville, AL 35807-4201
(205) 772-2000
Jim W. Meadlock, President
Is Revenue FYE 12/87 : $ 641.0 m
Total Employees: 6500
Services: AppSW Tky
Public

Micro Craft, Inc.
688 Discovery Drive
Huntsville, AL 35806
(205) 830-9746
Joan McIntyre, President
Is Revenue FYE 12/87 : $ 0.7 m
Total Employees: 19
Services: Pfs AppSW
Private

PSI
501 Bishops Lane
Mobile, AL 36608
(205) 344-8100
Dr. Dennis P. Wilkins, President
Is Revenue FYE 12/87 (Est) : $ 4.0 m
Total Employees: 33
Services: Tky
Private

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CCX Network, Inc.
301 Industrial Boulevard
Conway, AK 72032
(501) 329-6836
Charles Morgan, CEO
Total Revenue FYE 09/87 (Est) : $ 60.0 m
Is Revenue : $ 60.0 m
Total Employees: 500
Services: Pfs Proc
Public
Parent Company: Axiom

Universal Software Associates, Inc.
P.O. Box 1484
Searcy, AK 72143
(501) 268-3048
Private

VanAmburg and Associates, Inc.
4201 Tudor Center Dr., Suite 120
Anchorage, AK 99508
(907) 562-2203
David VanAmburg, President
Total Employees: 7
Services: Pfs AppSW
Private

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Accountants Computer Resources Corporation
4001 N. 3rd Street, Suite 270
Phoenix, AZ 85012
(602) 274-2716
Stephen Pomery, CEO
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 12
Services: Pfs AppSW
Private

AgriData Systems, Inc.
21640 N 19th Avenue, C-3
Phoenix, AZ 85029
(602) 582-3888
Randall Johnson, President
Total Employees: 2
Private

Analog Precision, Inc.
1620 N. Park Avenue
Tucson, AZ 85719
(602) 622-1344
Curt Phaneuf, CEO
Total Employees: 8
Services: AppSW Tky
Private

Apex Data Systems
6464 East Grant Road
Tucson, AZ 85715
(602) 298-1991
Dwight Babcock, President
Total Revenue FYE 03/85 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 12
Services: Pfs Proc AppSW Tky
Private

Ark Data Systems, Inc.
1017 N. 3rd Street, Suite 8
Phoenix, AZ 85004
(602) 252-0515
Allen R. Kisling, President
Total Employees: 7
Services: AppSW Tky
Private

Cactus Software, Inc.
P.O. Box 880
Peoria, AZ 85345
(602) 242-7953
Private

Computer Graphics of Arizona, Inc.
2101 West Alice
Phoenix, AZ 85021
(602) 870-0606
Ronald L. Jensen, President
Total Employees: 55
Services: Proc
Private

Computer Guidance Corporation
2122 E. Highland Avenue
Suite 325
Phoenix, AZ 85016
(602) 957-2288
Lew Halpert, Chairman
Total Employees: 35
Services: AppSW SysSW
Private

CyCare Systems, Inc.
4343 E. Camelback Rd.
Suite 320
Phoenix, AZ 85018
(602) 952-5300
Is Revenue FYE 12/87 : $ 67.7 m
Total Employees: 100
Services: Proc AppSW
Public

Delair Systems
2639 N. 33rd Avenue
Phoenix, AZ 85009
(602) 269-8373
W.E. Delair, President
Total Revenue FYE 12/85 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 8
Services: AppSW
Private

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CAMS 1988
Directory of Information Services Companies
State of Arizonia

Diversified Data Systems, Inc.
2601 N. Fairview Avenue
Tucson, AZ 85705
(602) 792-3250
Don Wyatt, President
Total Revenue FYE 01/84 (Est) : $ 0.8 m
Is Revenue (Est) : $ 0.8 m
Services: Pfs AppSW
Private

Enercom, Inc.
6115 South Kyrene Road
Tempe, AZ 85283
(607) 831-7779
R.L. Boscamp, President
Is Revenue FYE 12/87 : $ 14.0 m
Total Employees: 600
Services: AppSW Tky
Parent Company: Equifax, Inc.

Evans Newton, Inc.
P.O. Box 4818
Scottsdale, AZ 85260
(602) 998-2777
Frank Evans, President
Is Revenue FYE 01/87 (Est) : $ 2.1 m
Total Employees: 18
Services: Network Proc AppSW SysSW
Private

Evolution Computing
437 South 48th Street, Suite 106
Tempe, AZ 85281
(602) 967-8633
Mike Riddle, President
Is Revenue FYE 12/87 : $ 1.1 m
Total Employees: 13
Services: AppSW
Private

GTX Corporation
8836 N. 23rd Avenue
Phoenix, AZ 85021
(602) 870-1696
Dr. Marvin Ling, President
Total Revenue FYE 01/87 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 100
Services: AppSW Tky
Private

Iconics, Inc.
8502 East Via De Ventura
Scottsdale, AZ 85258
(602) 948-2600
Private

Interactive Information Systems
4541 S. Butterfield Drive
Tucson, AZ 85711
(602) 323-1813
Total Revenue FYE 12/84 : $ 1.0 m
Is Revenue : $ 0.9 m
Total Employees: 10
Services: AppSW
Private

MAGCARD Services, Inc.
6420 E. Broadway
Suite B-200
Tucson, AZ 85710
(602) 748-0676
John Hunnicutt
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 30
Services: Proc
Private

Magnum Computer Corporation
6420 E. Broadway, Suite B-357
Tucson, AZ 85710
(602) 748-0676
John Hunnicutt, President
Total Revenue FYE 12/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Services: Pfs Proc
Private
Parent Company: MAGCARD Services, Inc.

Manufacturers of Integrated Computer Applications, Inc.
6101 S. Rural Rd., #101
Tempe, AZ 85283
(602) 897-9576
Frank Roberts, President
Total Revenue FYE 12/85 : $ 5.0 m
Services: Pfs AppSW
Private

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Mitchell Sweet & Associates
1626 South Edward Drive
Tempe, AZ 85281
(602) 968-2900
Mitchell Sweet, President
Total Revenue FYE 07/86 : $ 8.8 m
Is Revenue : $ 8.8 m
Total Employees: 220
Services: Proc AppSW
Private

Multi-Systems
4450 North 12th Street
Phoenix, AZ 85014
(602) 279-2999
John Glitsos, President
Total Revenue FYE 12/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 40
Services: AppSW
Private

Pharmaceutical Card Systems, Inc.
9060 East Via Linda
Scottsdale, AZ 85258
(602) 951-0700
Don Dahlin, President
Total Revenue FYE 03/84 : $ 25.0 m
Is Revenue : $ 25.0 m
Total Employees: 500
Services: Proc
Parent Company: McKesson Corporation

Phoenix Data, Inc.
3384 West Osborn Road
Phoenix, AZ 85017
(602) 278-8528
Bill Jones, President
Total Employees: 50
Services: SysSW
Private

Security Pacific Financial Systems
Lincoln Center
C-207
Phoenix, AZ 85029
(602) 993-5815
Ron Hawkes, Vice President
Total Revenue FYE 05/15 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 30
Services: Tky

Sendero Corporation
6900 East Camelback Road, 3rd Floor
Scottsdale, AZ 85251
(602) 941-8112
Cliff Meyers, President
Total Employees: 50
Services: Pfs AppSW
Parent Company: FIserv, Inc.

Share Data, Inc.
7400 W. Detroit St., Suite C170
Chandler, AZ 85226
(602) 961-0003
Mike WIlliams, President
Is Revenue FYE 06/87 : $ 5.0 m
Total Employees: 35
Services: Network AppSW
Public

Systems By Mica, Inc.
6101 S. Rural Road #101
Tempe, AZ 85283
(602) 897-9576
Frank Roberts, President
Private

Systems Choice, Inc.
2269 W. Desert Cove
Phoenix, AZ 85029
(602) 246-1156
Richard Johnsen, President
Is Revenue FYE 09/87 : $ 3.2 m
Total Employees: 70
Services: Pfs Proc AppSW
Private

Transform Logic Corporation
8502 East Via de Ventura
Scottsdale, AZ 85258-3220
(602) 948-2600
Ron Davis
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 101
Services: Pfs SysSW
Public

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Viasoft, Inc.
3033 N. 44th Street
Phoenix, AZ 85018
(602) 952-0050
Kent Petzold, President
Is Revenue FYE 06/87 (Est) : $ 5.4 m
Total Employees: 65
Services: SysSW
Private

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Advance Data
P.O. Box 733
Jonesboro, AR 72401
(501) 932-8341
Dale May, President
Private

Arkansas Best Corporation
1000 South 21st Street
Fort Smith, AR 72901
(501) 785-6000
Robert A. Young III, President
Total Revenue FYE 12/86 : $ 689.8 m
Public

Arkansas Systems, Inc.
8901 Kanis Rd.
Little Rock, AR 72205
(501) 227-8471
Dr. James K. Hendren, President
Is Revenue FYE 12/87 : $ 4.0 m
Total Employees: 75
Services: AppSW Tky
Private

Data-Tronics Corporation
310 Towson Ave.
Fort Smith, AR 72901
(501) 785-8600
Jerry A. Yarbrough, President
Services: AppSW
Parent Company: Arkansas Best Corporation

First National Bank In Little Rock
Capitol & Broadway
Little Rock, AR 72201
(501) 371-7311
John Davis
Private

Systematics, Inc.
4001 Rodney Parham Road
Little Rock, AR 72212
(501) 223-5100
Walter Smiley, Chairman
Is Revenue FYE 05/87 : $ 163.3 m
Total Employees: 2800
Services: Proc AppSW Tky
Public

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3Com Corporation
3165 Kifer Road
Santa Clara, CA 95052-8145
(408) 562-6400
L. William Krause, President
Is Revenue FYE 01/87 : $ 87.0 m
Total Employees: 136
Services: SysSW
Public

Abacus Programming Corporation
14545 Victory Blvd
Suite 300
Van Nuys, CA 91411
(818) 785-8000
Dave Oppenheim
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 100
Services: Pfs SysSW
Private

Academic Financial Services Association
2277 East 220th St.
Long Beach, CA 90810
(213) 513-2710
Richard Kipper, President
Is Revenue FYE 01/87 (Est) : $ 32.0 m
Total Employees: 500
Services: Pfs Proc
Parent Company: Fleet/National Bank

ACCEL Technologies, Inc.
7358 Trade Street
San Diego, CA 92121
(619) 695-2000
Walter A. Foley
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 16
Services: Pfs AppSW SysInt
Private

Accent Software, Inc.
4546 El Camino Real
Suite S
Los Altos, CA 94022
(415) 949-2711
Private

Access Softek
3204 Adeline Street
Berkeley, CA 94703
(415) 654-0116
Chris Doner, President
Services: AppSW
Private

Accounting Datamation, Inc.
1300 S. State College Blvd.
Anaheim, CA 92086
(714) 956-0450
John M. Weir, President
Total Revenue FYE 12/85 : $ 3.5 m
Is Revenue : $ 3.5 m
Services: AppSW Tky
Private

AccountMate SourceMate Information Systems, Inc.
20 Sunnyvale Avenue
Mill Valley, CA 94941
(415) 381-1011
Services: AppSW
Private

AccTex Information Systems
131 Stewart Street
San Francisco, CA 94105
(415) 543-4290
Maison Grigsby, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 20
Services: AppSW SysInt Tky
Private

Accusoft, Inc.
126 Alto Street
San Rafael, CA 94901
(415) 459-7540
Murray Wilkinson, President
Total Revenue FYE 12/85 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 6
Private

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ACS Network Systems
1485 Enea Court
Suite 1200
Concord, CA 94520
(415) 827-3820
Lewis Jenkins
Total Revenue FYE 12/87 (Est) : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 15
Services: Network
Private

Activision, Inc.
2350 Bayshore Frontage Road
Mountain View, CA 94043
(415) 960-0410
James H. Levy, President
Total Revenue FYE 03/85 : $ 17.0 m
Is Revenue : $ 17.0 m
Total Employees: 120
Services: AppSW
Public

ADAC Laboratories
4747 Hellyer Ave.
San Jose, CA 95138
(408) 365-2000
Charles Cantoni, President
Total Revenue FYE 09/84 : $ 59.3 m
Services: Proc Tky
Public

Addmaster Corporation
2000 S. Myrtle Avenue
Monrovia, CA 91016
(818) 358-2395
Services: Tky
Private

Adobe Systems, Inc.
1585 Charleston Road
Mountain View, CA 94039-7900
(415) 961-4400
John E. Warnock, President
Is Revenue FYE 11/87 : $ 39.3 m
Total Employees: 240
Services: AppSW SysSW
Public

ADPAC Corporation
340 Brannan Street, Suite 501
San Francisco, CA 94107
(415) 974-6699
Peter P. Harris, President
Is Revenue FYE 12/87 (Est) : $ 2.3 m
Total Employees: 22
Services: SysSW
Private

ADS Associates, Inc.
23586 Calabasas Road
Suite 200
Calabasas, CA 91302
(818) 347-9113
Gregory M. Pond
Total Revenue FYE 01/87 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 33
Services: AppSW
Private

ADS Systems
22900 Ventura Boulevard, Suite 255
Woodland Hills, CA 91364
(213) 347-9100
Total Revenue FYE 10/84 : $ 1.6 m
Is Revenue : $ 1.6 m
Total Employees: 25
Services: AppSW
Parent Company: ADS Associates, Inc.

Advanced Applications Inc.
World Trade Center, Suite 105
San Francisco, CA 94111
(415) 397-7843
Charles A. Olson, President
Is Revenue FYE 03/87 : $ 0.6 m
Total Employees: 3
Services: Proc AppSW SysSW
Private

Advanced Computer Communications (ACC)
720 Santa Barbara St.
Santa Barbara, CA 93101
(805) 963-9431
Roland F. Bryan, President
Is Revenue FYE 01/87 : $ 17.0 m
Total Employees: 200
Services: Tky
Private

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Advanced Data Institute, Inc.
8001 Fruitridge Road
Sacramento, CA 95820
(916) 381-8334
Edward M. Porrazzo, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 25
Services: AppSW SysSW SysInt Tky
Private

Advanced Ideas, Inc.
2902 San Pablo Avenue
Berkley, CA 94702
(415) 526-9100
Gary Schwartz, President
Total Revenue FYE 10/86 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 15
Services: AppSW
Private

Advanced Microsolutions
2510 Middlefield Road
Redwood City, CA 94063
(415) 325-7694
Greg Lawson, President
Is Revenue FYE 12/87 : $ 0.2 m
Total Employees: 4
Services: Pfs Proc AppSW SysSW
Private

Advanced Systems for Cellular
4521 Campus Drive
Suite 128
Irvine, CA 92715
(714) 852-0714
Karen Huber, President
Total Revenue FYE 12/86 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 14
Services: Pfs Proc AppSW SysInt Tky
Private

Advanced Vision Research, Inc.
2201 Qume Drive
San Jose, CA 95131
(408) 434-1115
Dan Scale
Is Revenue FYE 06/87 : $ 4.0 m
Total Employees: 55
Services: Tky
Private

Advent Software, Inc.
512 Second Street
San Francisco, CA 94107
(415) 543-7696
Stephanie De Marco, President
Is Revenue FYE 01/87 (Est) : $ 2.8 m
Total Employees: 25
Services: AppSW
Private

A Few Good People, Inc.
5025 Tierra Antigua
Whittier, CA 90601
(213) 942-0062
David Balch, President
Is Revenue FYE 05/87 : $ 0.3 m
Total Employees: 3
Services: SysSW
Private

Affiliated Concepts, Inc.
228 West Carrillo Street, Suite A
Santa Barbara, CA 93101
(805) 962-8489
Dominic Camardella, President
Total Revenue FYE 08/84 : $ 1.2 m
Is Revenue : $ 1.2 m
Services: Pfs AppSW Tky
Private

AgData
891 Hazel Street
Gridley, CA 95948
(916) 846-6203
Dan Boeger, President
Is Revenue FYE 03/87 : $ 1.3 m
Total Employees: 11
Services: Proc AppSW
Private

Aha!, Inc.
109 South River Street
Santa Cruz, CA 95062
(408) 458-9119
Ron Swenson, President
Total Revenue FYE 12/86 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 6
Services: Pfs AppSW
Private

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Aion Corporation
101 University Avenue
4th floor
Palo Alto, CA 94301
(415) 328-9595
Harry Reinstein, President
Services: AppSW
Private

A.J. & M. Associates
5180 Meridian Avenue
San Jose, CA 95118
(408) 723-3701
Services: Pfs
Private

Aker Corp.
19782 McArthur Blvd.
Suite 305
Irvine, CA 92715
(714) 250-1718
Noam Aharon/A. Miko Hasson,
CEO/President
Total Employees: 10
Services: AppSW
Private

ALDON Computer Group
405 14th Street
Oakland, CA 94612
(415) 839-3535
Albert L. Magid, President
Total Revenue FYE 03/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 4
Services: Pfs
Private

Alfred Publishing Co., Inc.
15335 Morrison Street
P.O. Box 5964
Sherman Oaks, CA 91403
(213) 881-6290
Private

Alpha Beta Data Services, Inc.
1501 Wilshire Boulevard
Los Angeles, CA 90017
(213) 413-3282
Mildred Kramer, President
Is Revenue FYE 12/87 : $ 3.5 m
Total Employees: 120
Services: Proc
Private

Alphasoft
941 W. Carson, Suite 318
Torrance, CA 90502
(213) 212-7477
Walter Brubaker, President
Total Employees: 6
Services: Pfs AppSW
Private

Amalgamated Software of North America, Inc. (ASNA)
401 Macarthur Blvd.
Suite 255
Newport Beach, CA 92660
(714) 752-7991
David Feruguson, CEO
Total Employees: 25
Services: AppSW
Private

Amcom Data Processing
464 McCormick Street
San Leandro, CA 94577
(415) 638-1212
Steve McClarey, President
Total Revenue FYE 06/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 28
Services: Proc Tky
Private

Amdahl
1250 E. Arques Ave.
Sunnyvale, CA 94088-3470
(408) 746-6000
John C. Lewis
Is Revenue FYE 12/87 : $ 18.0 m
Total Employees: 7650
Services: SysSW
Public

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American Dynamic Systems & Services
4000 Mac Arthur Blvd., Suite 760
Newport Beach, CA 92660
(714) 472-9411
Martin C. Glassman, President
Private

American Medical International, Inc.
414 North Camden Drive
Beverly Hills, CA 90210
(213) 278-6200
Walter L. Weisman, President
Total Revenue FYE 08/86 : $ 3468.2 m
Public

American Micro Dynamics, Inc.
3848 Campus Drive, Suite 216
Newport Beach, CA 92660
(714) 852-1551
Martin C. Glasoman, CEO
Private

American Training International, Inc.
12638 Beatrice Street
Los Angeles, CA 90066
(213) 823-1129
Joel Rakow, President
Is Revenue FYE 12/87 : $ 3.1 m
Total Employees: 40
Services: Pfs AppSW
Private

Ansa Software
1301 Shore Way Road
Belmont, CA 94022
(415) 595-4469
Total Revenue (Est) : $ 8.1 m
Is Revenue (Est) : $ 6.9 m
Services: AppSW
Private

Anthusion, Inc.
589 Grand Blvd.
Venice, CA 90291
(213) 392-1343
Will McWhinney, President
Private

Apollo Computer Systems, Inc.
616 14th Street
Arcata, CA 95521
(707) 822-0318
Doug Minkema, President
Is Revenue FYE 12/87 : $ 0.8 m
Total Employees: 7
Services: AppSW
Private

APPINTEC Corporation
1000 Broadway, Suite 292
Oakland, CA 94607
(415) 891-9444
Robin Retallick, President
Total Revenue FYE 06/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 20
Services: Pfs AppSW
Private

Apple Computer
20525 Mariani Ave.
Cupertino, CA 95014
(408) 996-1010
John Sculley, President
Is Revenue FYE 01/87 : $ 54.0 m
Total Employees: 7228
Services: AppSW SysSW
Public

Application Design & Systems, Inc.
5610 South Soto, Suite 202
Huntington Park, CA 90255
(213) 587-7343
Fred Fishel, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 60
Services: Pfs
Private

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Applications Data Enterprises
1309 East Carson St.
Carson, CA 90746
(213) 775-4116
Norman Bohana, President
Private

Applications Software, Inc.
5455 Garden Grove Blvd. Suite 500
Westminster, CA 92683
(714) 891-2616
Donald H. Sundeen, President
Total Revenue FYE 06/88 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 20
Services: SysSW
Private

Applied Computer Services, Inc.
2450 Tapo Street
Simi Valley, CA 93063
(805) 527-4066
Peter Wilzak, Director
Total Revenue FYE 12/84 : $ 1.4 m
Is Revenue : $ 1.4 m
Total Employees: 27
Services: Proc
Private

Applied Computer Services, Inc.
2450 Tapo Street
Simi Valley, CA 43220
(614) 527-4066
Ed Harris, President
Total Employees: 38
Private

Applied Computer Technologies
16525 Sherman Way
Van Nuys, CA 91406
(818) 901-7842
Is Revenue FYE 12/87 : $ 1.4 m
Total Employees: 12
Services: Network AppSW SysSW SysInt Tky
Private

Applied Cybernetics, Inc.
224 Camino del Cerro
Los Gatos, CA 95030
(408) 651-3000
John E. Hulme, President
Private

Applied Data Communications
14272 Chambers Road
Tustin, CA 92680
(714) 731-9000
Private

Applied Data Services
1550 Flower Street
Glendale, CA 91201
(818) 956-1646
Dare Coriaty, President
Private

Applied Information Dynamics, Inc.
111 Mandala Court
Walnut Creek, CA 94596
(415) 934-2504
Private

Applied Intelligence Inc.
1043 Stierlin Road
Mountain View, CA 94043
(415) 967-3512
Gilbert B. Shepherd, President
Total Employees: 8
Services: AppSW
Private

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Arrays, Inc.
6711 Valjean Avenue
Van Nuys, CA 91406
(818) 994-1899
Private

Articulate Publications
402 N. Larchmont Blvd.
Los Angeles, CA 90004
(213) 871-1350
Total Revenue : $ 10.0 m
Is Revenue : $ 10.0 m
Services: AppSW Tky
Private

Articulate Publications, Inc.
402 N. Larchmount Blvd.
Los Angeles, CA 90004
(213) 871-1350
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 5.3 m
Total Employees: 30
Services: Network Pfs Proc AppSW SysSW SysInt
Private

ASAP Systems, Inc.
2425 Porter Street
Soquel, CA 95073
(408) 476-3935
Private

ASCC, Inc.
25954 Eden Landing Road, Suite 102
Hayward, CA 94545
(415) 786-1889
Amy Cho, President
Private

Ashton-Tate Corp.
20101 Hamilton Ave.
Torrance, CA 90502-1319
(213) 329-8000
Edward M. Esber,Jr., Chairman
Is Revenue FYE 01/87 (Est) : $ 263.0 m
Total Employees: 1230
Services: AppSW SysSW
Public

ASK Computer Systems, Inc.
2440 W. El Camino Real
Los Altos, CA 94039-7640
(415) 969-4442
Ron Braniff, President
Total Employees: 670
Services: Pfs Proc Tky
Public

ASTCO
926 Amarillo
Palo Alto, CA 94303
(415) 856-0786
A. Stephen Tepper, Director
Services: Pfs AppSW
Private

ATAC
1200 Villa Street
Mountain View, CA 94041
(415) 965-8801
Al Bien, President
Is Revenue FYE 06/87 (Est) : $ 8.8 m
Total Employees: 105
Services: Pfs
Private

ATE Associates, Inc.
5707 Corsa Avenue
Westlake Village, CA 91362
(818) 991-4001
Sy Barasch, President
Total Revenue FYE 11/86 (Est) : $ 3.5 m
Is Revenue (Est) : $ 3.5 m
Total Employees: 51
Services: Pfs
Private

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Atherton Technology, Inc.
1333 Bordeaux Drive
Sunnyvale, CA 94089
(408) 734-9822
Ram Banin
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 60
Services: SysSW
Private

ATI
12638 Beatrice Street
Los Angeles, CA 90066
(213) 823-1129
Joel Rakow, CEO
Is Revenue FYE 06/87 : $ 1.0 m
Total Employees: 30
Services: AppSW
Private

ATV Systems, Inc.
1735 E. Wilshire #807
Santa Ana, CA 92705
(714) 542-8868
Gary Regula
Is Revenue FYE 01/87 : $ 6.0 m
Total Employees: 20
Services: SysInt
Private

Aurora Systems
185 Berry Street
S.F., CA 94107
(415) 777-2288
L. Darryl Mataya, President
Total Revenue FYE 09/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 15
Services: Pfs AppSW
Private

Austec, Inc.
1740 Technology Drive, Suite 300
San Jose, CA 95110
(408) 279-5533
Les McNeill, Chairman
Is Revenue FYE 06/87 : $ 18.4 m
Total Employees: 99
Services: SysSW
Parent Company: Austec International Limited

Autodesk, Inc.
2320 Marinship Way
Sausalito, CA 94965
(415) 332-2344
Alvar J. Green, President
Is Revenue FYE 01/87 : $ 76.7 m
Total Employees: 414
Services: AppSW
Public

Automated Business Management, Inc.
4276 Chevy Chase Drive
La Canada Flintridge, CA 91011
(818) 790-0964
Ivan J. Mihail, President
Total Employees: 6
Private

Automated Design Centers
1149 W. 190th Street
Gardena, CA 90248
(213) 327-7744
John Wright, President
Is Revenue FYE 01/87 : $ 2.5 m
Total Employees: 16
Services: Pfs
Private

Automated Distribution Services
2835 Mitchell Drive
Walnut Creek, CA 94598
(415) 967-0860
Steven Cloudtree, President
Total Employees: 73
Parent Company: One Point

Automated Processing & Development Corp.
3215 West Warner Avenue
Santa Ana, CA 92704
(714) 241-9955
Jerry Fleming, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue : $ 12.0 m
Total Employees: 90
Services: Proc
Private

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Automation Consultants, International
18070 Lake Encino Drive
Encino, CA 91316
(818) 344-9270
Alan L. Stewart, Director
Is Revenue FYE 06/87 : $ 0.9 m
Total Employees: 11
Services: Network Pfs AppSW SysSW SysInt Tky
Private

Axel Johnson
6666 Howard St.
San Francisco, CA 94105
(415) 777-3800
Private

BankAmerica Corporation
Bank of America Center
San Francisco, CA 94104
(415) 622-3456
Public

Bank of America Business Services
2001 Clayton Road, 9th Floor
Concord, CA 94520
(415) 675-5485
Francis Wetzel, Senior VP
Services: Proc
Parent Company: BankAmerica Corporation

BaronData Systems, Inc.
1700 Marina Blvd.
San Leandro, CA 94577
(415) 352-8101
J. Garrett Fitzgibbons, President
Total Revenue FYE 03/87 : $ 24.3 m
Is Revenue : $ 24.3 m
Total Employees: 212
Services: Tky
Public

Basys Incorporated
900 Shoreline Blvd
Mountain View, CA 94043
(415) 969-9810
Total Employees: 12
Services: Pfs
Private

Benetics Corporation
335 East Middlefield Road
Mountain View, CA 94043
(415) 940-6300
H.E. Enright, President
Total Employees: 60
Private

Binex Corporation
4441 Auburn Blvd.
Sacramento, CA 95841
(916) 483-8080
Mr. Heidig, President
Is Revenue FYE 03/87 : $ 0.5 m
Total Employees: 4
Services: Proc AppSW
Private

Bitek, Inc.
3200 East 29th St.
Long Beach, CA 90805
(213) 634-8950
Wolfgang Schmidt, President
Total Revenue FYE 09/84 : $ 2.3 m
Is Revenue : $ 2.3 m
Total Employees: 27
Services: AppSW Tky
Private

Bluebird Systems
6352 Corte Del Abeto, Suite A
Carlsbad, CA 92009
(619) 438-2220
Hal Tilbury, President
Is Revenue FYE 12/87 (Est) : $ 17.4 m
Total Employees: 200
Services: AppSW SysSW
Private

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BMDP Statistical Software, Inc.
1440 Sepulveda Blvd.
Suite 316
Los Angeles, CA 90025
(213) 479-7799
Tom Gardner, President
Total Employees: 50
Services: AppSW
Private

BMS Computer, Inc.
375 N. Wiget Lane
Suite 210
Walnut Creek, CA 94598
(415) 938-2620
Larry Lynch, President
Total Revenue (Est) : $ 0.8 m
Is Revenue (Est) : $ 0.8 m
Total Employees: 10
Services: AppSW Tky
Private

Boole & Babbage, Inc.
510 Oakmead Parkway
Sunnyvale, CA 94086
(408) 735-9550
Bruce T. Coleman, President
Is Revenue FYE 09/87 : $ 35.0 m
Total Employees: 350
Services: Pfs SysSW
Public

Borland International
1800 Green Hills Road
P.O. Box 660001
Scotts Valley, CA 95066-0001
(408) 438-8400
Philippe Kahn, President
Is Revenue FYE 03/87 (Est) : $ 27.4 m
Total Employees: 550
Services: AppSW SysSW
Public

Bradford Business Systems, Inc.
25301 Cabot Rd., Suite 201
Laguna Hills, CA 92653
(714) 859-4428
Russell T. Bradford, President
Total Employees: 4
Services: AppSW
Private

Braegen Corporation
660 East Calaveras Blvd.
Milpitas, CA 95035-5442
(408) 945-1900
Private

Braid Communications
430 Pacific Avenue
San Francisco, CA 94133
(415) 398-3070
Private

Briareus Corporation
5777 W. Century Blvd. #1000
Los Angeles, CA 90045
(213) 641-3330
Samuel Fiengold, President
Total Revenue FYE 12/85 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 31
Services: AppSW Tky
Private

Bridge, Inc. (The)
199 California Drive
Millbrae, CA 94030
(415) 697-2730
Larry Rebich, President
Is Revenue FYE 03/87 : $ 1.5 m
Total Employees: 8
Services: AppSW
Private

Broderbund Software, Inc.
17 Paul Drive
San Rafael, CA 94903-2101
(415) 492-3200
Doug Carlston, President
Is Revenue FYE 12/87 : $ 19.0 m
Total Employees: 2500
Services: AppSW
Private

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Budget Timeshare Inc.
4739 Alla Road
Marina Del Rey, CA 90291
(213) 821-5973
Total Revenue FYE 07/84 : $ 25.0 m
Is Revenue : $ 25.0 m
Services: Pfs Proc AppSW
Private

Business Library Corporation
P.O. Box 9363
Walnut Creek, CA 94598
(800) 451-1783
Bruce Schooley, President
Services: AppSW
Private

Business Systems International, Inc.
20942 Osborne St.
Canoga Park, CA 91304
(818) 998-7227
Thomas L. Wedel
Total Revenue FYE 01/87 (Est) : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 24
Services: Pfs AppSW
Private

Bytel Corporation
1029 SOLANO AVENUE
BERKELEY, CA 94706
BERKELEY, CA 94706
(415) 527-1157
Dan Pines, President
Total Revenue FYE 03/85 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.2 m
Total Employees: 12
Services: AppSW
Private

Cable Data
Sacramento, CA 95873
(916) 636-4500
Gerald S. Knapp, President
Is Revenue FYE 01/87 : $ 75.0 m
Total Employees: 1030
Services: Tky
Private

Cad-Cam On-Line
20447 Nordhoft Street
Chatsworth, CA 91311
(818) 882-9713
Warren Bohlman, President
Is Revenue FYE 07/87 (Est) : $ 5.0 m
Total Employees: 28
Services: Pfs AppSW SysInt Tky
Private

Cadence Design Systems, Inc.
555 River Oaks Parkway
San Jose, CA 95134
(408) 943-1234
Joe Costello, President and CEO
Total Revenue FYE 12/87 (Est) : $ 40.4 m
Is Revenue : $ 40.4 m
Total Employees: 359
Services: SysSW
Public

California Interactive Computing, CO.
12517 Chandler Blvd.
North Hollywood, CA 91607
(818) 985-2680
Jeff Buckley, President
Total Revenue FYE 06/86 : $ 8.0 m
Total Employees: 60
Services: Pfs Proc AppSW Tky
Private

California Software Products, Inc.
525 North Cabrillo Park Drive
Santa Ana, CA 92701
(714) 973-0440
Peter Warkenton, President
Is Revenue FYE 01/87 : $ 5.6 m
Total Employees: 93
Services: AppSW SysSW
Private

Calma Company
501 Sycamore Dr.
Milpitas, CA 95035
(408) 434-4000
Daniel W. McGlaughlin, President
Is Revenue FYE 12/87 : $ 160.0 m
Total Employees: 2200
Services: AppSW Tky
Public

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Candle Corporation
1999 Bundy Drive
Los Angeles, CA 90025
(213) 207-1400
Aubrey Chernick, President
Is Revenue FYE 12/87 : $ 78.1 m
Services: Pfs SysSW
Public

Cascade Graphics Systems
2698 White Road
Irvine, CA 92714
(714) 474-6200
Glen Dunki, President
Is Revenue FYE 10/87 (Est) : $ 3.0 m
Total Employees: 24
Services: Pfs AppSW SysSW Tky
Parent Company: Kinetics Technology International

Case Technology, Inc.
2141 Landings Drive
Mtn.View, CA 94043
(415) 322-4057
Kevin Kerns, President
Total Revenue FYE 12/86 : $ 5.6 m
Is Revenue : $ 5.6 m
Total Employees: 38
Services: Pfs AppSW
Private

CAST, Inc.
5450 Katella Avenue
Suite 103
Los Alamitos, CA 90720
(213) 493-3536
John Clark, President
Total Employees: 40
Services: Pfs AppSW
Private

CCH Computax, Inc.
21535 Hawthorne Blvd.
Torrance, CA 90503
(213) 540-3881
Thomas G. Rolfe, President
Is Revenue FYE 12/87 : $ 161.0 m
Total Employees: 1192
Services: Network Proc AppSW Tky
Parent Company: Commerce Clearing House, Inc.

Celestial Software, Inc.
125 University Aavenue
Berkeley, CA 94710
(415) 420-0300
Keith Leung, President
Is Revenue FYE 04/87 (Est) : $ 1.0 m
Total Employees: 8
Services: AppSW
Parent Company: Robert L. Cloud Associates, Inc.

Centec Telecommunications, Inc.
185 Berry Street
Suite 2800, Bldg. 4
San Francisco, CA 94107
(415) 777-0477
Peter A. Howley, President
Total Revenue FYE 12/88 (Est) : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 60
Services: Pfs
Public

Century Analysis, Inc.
114 Center Ave.
Pacheco, CA 94553
(415) 680-7800
Sarah LaFrance, President
Total Revenue FYE 12/86 (Est) : $ 5.0 m
Is Revenue (Est) : $ 5.0 m
Total Employees: 42
Services: AppSW Tky
Private

Cerritos Computer Services, Inc.
4320 Atlantic Avenue, Suite 1
Long Beach, CA 90807
(213) 595-8607
Joseph P. Cagan, President
Private

Channelmark Corporation
2929 Campus Drive
Suite 400
San Mateo, CA 94403
(415) 345-5900
Ed Laving, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Private

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Chase Trans-Info
560 Mission Street
San Francisco, CA 94105
(415) 495-8877
Harold Friedman, President
Is Revenue FYE 12/87 : $ 3.7 m
Total Employees: 60
Services: Proc
Parent Company: Chase Manhattan Corporation

Chicago Title Insurance
3280 East Foothill Blvd.
Pasadena, CA 91107
(818) 781-3650
Warren J. Eljenholm, President
Total Revenue FYE 01/87 : $ 138.3 m
Total Employees: 2400
Services: Proc
Private

CHI/Culler-Harrison Systems, Inc.
100 Burns Place
Goleta, CA 93117
(805) 683-5631
Private

Cimarron
2158 S. Hathaway
Santa Ana, CA 92705
(714) 241-5600
Al Joeobellis, President
Total Employees: 3
Services: AppSW
Parent Company: Stardun, Inc.

Cipherlink Corporation
3232 Nebraska Ave.
Santa Monica, CA 90404
(213) 387-5371
Eric Lesim, President
Total Revenue FYE 12/85 (Est) : $ 1.5 m
Total Employees: 15
Services: AppSW
Private

City National Information Systems
400 N. Roxbury Drive.
Beverly Hills, CA 90210
(213) 550-5513
Donald L. Wyre, Senior Vice President
Total Revenue FYE 01/87 : $ 44.7 m
Is Revenue : $ 44.7 m
Total Employees: 450
Services: Proc
Parent Company: City National Bank

Claris
440 Clyde Avenue
Mountain View, CA 94043
(415) 960-2612
William V. Campbell, President
Is Revenue FYE 12/87 : $ 45.0 m
Total Employees: 210
Services: AppSW SysSW
Parent Company: Apple Computer

Clayton Environmental Consultants, Inc.
1252 Quarry Ln. PO Box 9019
Pleasanton, CA 94566
(415) 426-2600
Thomas W. Field,Jr., President
Public

Coastal Information Systems
15643 Sherman Way, Suite 110
Van Nuys, CA 91406-4195
(818) 787-8222
Total Revenue FYE 12/85 (Est) : $ 1.2 m
Is Revenue (Est) : $ 1.2 m
Total Employees: 10
Services: Pfs AppSW Tky
Private

Cobrasoft, Inc.
13543 Hawthorne Blvd.,
Suite 203
Hawthorne, CA 90250
(213) 644-1135
S.O. Rynalds, President
Total Revenue FYE 10/85 (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 12
Services: Pfs
Private

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Comarco, Inc.
160 Old Springs Road
Anahcim, CA 92808
(714) 921-0672
Walter Sterling
Is Revenue FYE 11/87 : $ 80.0 m
Total Employees: 1500
Services: Pfs SysSW
Public

Command Control & Communication Corp.
23670 Hawthorne Blvd.
Torrance, CA 90505
(213) 373-9651
Monte Hatchett, President
Total Revenue FYE 08/83 : $ 18.0 m
Is Revenue : $ 13.5 m
Total Employees: 250
Services: Pfs AppSW Tky
Parent Company: Whittaker Corporation

Command Data Systems
6250 Village Pkwy.
Dublin, CA 94568
(415) 828-7100
Is Revenue FYE 10/87 : $ 6.3 m
Total Employees: 90
Services: Pfs AppSW Tky
Private

Command Software Systems, Inc.
28990 Pacific Coast Hwy. # 208
Malibu, CA 90265
(213) 457-1789
Diane Dyer, President
Is Revenue FYE 01/87 (Est) : $ 0.8 m
Total Employees: 6
Services: Network AppSW
Private

Command Technology Corporation
1900 Mountain Blvd.
Oakland, CA 94611
(415) 339-3530
Michael Conyers, President
Is Revenue FYE 01/87 (Est) : $ 6.5 m
Total Employees: 20
Services: AppSW
Private

Communications Solutions, Inc.
992 S. Saratogo-Sunnyvale Road
San Jose, CA 95129
(408) 725-1568
Skip Vaccaralo, President
Total Revenue FYE 12/84 (Est) : $ 5.5 m
Is Revenue (Est) : $ 4.4 m
Total Employees: 30
Services: Pfs AppSW
Private

Comprehensive Software
2316 Artesia Boulevard
Suite 6
Redondo Beach, CA 90278
(213) 318-2561
Rick Lane, President
Is Revenue FYE 10/87 (Est) : $ 1.2 m
Total Employees: 10
Services: AppSW
Private

Compucraft Data Services
17002 S. Prairie Ave.
Torrance, CA 90504
(213) 542-6646
John Bennur, CEO
Total Revenue FYE 01/87 : $ 7.0 m
Is Revenue : $ 100.0 m
Total Employees: 96
Services: Proc
Private

Compufact
7441 LINCOLN WAY
SUITE 200
GARDEN GROVE, CA 92641
(714) 891-6336
William Stroman, President
Total Revenue FYE 12/85 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 61
Services: Tky
Private

Computer Cognition
6696 Mesa Ridge Road
San Diego, CA 92121
(619) 453-6600
Pamela L. Coker
Is Revenue FYE 01/87 : $ 1.3 m
Services: Pfs AppSW
Private

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Computer Consoles, Inc.
9801 Muirlands Blvd.
Irvine, CA 92718
(714) 458-7282
John F. Cunningham, President
Is Revenue FYE 12/87 : $ 68.0 m
Total Employees: 1373
Services: AppSW Tky
Public

Computer Curriculum Corporation
700 Hensen Way
Palo Alto, CA 94304
(494) 845-8450
Dr. Patrick Suppes, President
Services: Tky
Private

Computer Development Services, Inc.
1851 Dana Street
Glendale, CA 91201
(818) 500-0228
Services: AppSW
Private

Computer Input Corporation
1840 South Elena
Redondo Beach, CA 90277
(213) 372-2177
John Bradley, President
Total Revenue FYE 12/84 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 480
Services: Proc AppSW
Private

Computer Intelligence Corporation
3344 N. Torrey Pines Court
La Jolla, CA 92037
(619) 450-1667
Hugh Tietjen, President
Total Revenue FYE 09/86 (Est) : $ 11.0 m
Is Revenue (Est) : $ 5.5 m
Total Employees: 110
Services: Proc
Private
Parent Company: Ziff-Davis Publishing

Computer Interactive Computing, Inc.
12517 Chandler Blvd.
North Hollywood, CA 91607
(818) 985-2680
Jerry Buckley, President
Total Revenue FYE 06/86 : $ 8.0 m
Is Revenue : $ 8.0 m
Total Employees: 70
Services: Pfs Proc AppSW Tky
Private

Computerized Lodging Systems, Inc.
4800 Airport Plaza Drive, Suite 160
Long Beach, CA 90815
(213) 421-2191
David Berkus, President
Is Revenue FYE 03/87 (Est) : $ 13.5 m
Total Employees: 200
Services: Network Pfs AppSW SysInt Tky
Private

Computer Market Services
1950 West Corporate Way
Anaheim, CA 92801-5399
(714) 991-5478
Andy Pieter, President
Total Revenue FYE 12/86 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 50
Services: Proc
Parent Company: Harte-Hanks Communications, Inc.

Computer Mart, Inc.
621 Main Street
Waltham, CA 02154
(617) 899-4540
Charles Dunning, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 12
Services: AppSW Tky
Private

Computer Payroll Company
633 Young Street
Santa Clara, CA 92705
(714) 557-8214
William M. Brunskill, President
Total Employees: 33
Services: Pfs Proc
Private

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Computer Representatives, Inc.
5333 Betsy Ross Drive
P.O. Box 58004
Santa Clara, CA 95052
(408) 980-9898
Ronald L. Dumas, CEO
Total Revenue FYE 11/87 (Est) : $ 5.0 m
Is Revenue (Est) : $ 4.8 m
Total Employees: 50
Services: AppSW
Private
Parent Company: CRI, Inc.

Computer Sciences Corporation
2100 E. Grande Ave.
El Segundo, CA 90245
(213) 615-0311
William Hoover
Total Employees: 18300
Services: Network Pfs Proc SysInt Tky
Public

Computer Services Associates
P.O. Box 13244
Oakland, CA 94661
(415) 834-5454
Donald Mulrey, President
Total Revenue FYE 10/86 (Est) : $ 0.1 m
Total Employees: 2
Services: Pfs
Private

Computers for Marketing Corporation
547 Howard Street
San Francisco, CA 94105
(415) 777-0470
Mr. Leif Gjestland
Total Revenue FYE 09/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 40
Services: Proc AppSW
Private

Computer Software Design
1904 Wright Circle
Anaheim, CA 92806
(714) 634-9012
Michael Strong, President
Total Revenue FYE 12/84 : $ 7.8 m
Is Revenue : $ 7.8 m
Services: Proc AppSW
Private

Computer Software for Professionals, Inc.
1615 Broadway, Suite 308
Oakland, CA 94612
(415) 444-5316
Phillip Rubin, President
Total Revenue FYE 12/87 (Est) : $ 0.5 m
Total Employees: 10
Services: Pfs AppSW
Private

Computer Synergy, Inc.
2201 Broadway
Oakland, CA 94612
(415) 444-3434
Thomas J. Culligan, President
Total Revenue FYE 06/84 : $ 8.2 m
Is Revenue : $ 8.2 m
Total Employees: 100
Services: Pfs Tky
Public

Computer Technology Center
1625 West Olympic Blvd.
Los Angeles, CA 90015
(213) 385-5118
Private

Computing Technicians Corporation
13896 Harbor Blvd.
Garden Grove, CA 92643
(714) 554-1551
Richard V. Evans, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 14
Services: Pfs AppSW
Private

Comsul, Ltd.
417 Montgomery Street, Suite 301
San Francisco, CA 94104
(415) 989-6700
Peter Valentine, President
Total Employees: 35
Private

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Consilium Inc.
1945 Charleston Road
Mountain View, CA 94043
(415) 940-1400
John Gullivan, President
Total Employees: 85
Private

Consolidated Health Care
111 West Saint John Street
Suite 230
San Jose, CA 95113
(408) 287-5018
Dave Griffith, President & CEO
Total Revenue FYE 01/87 : $ 1.0 m
Total Employees: 9
Services: AppSW
Private

Consolidated Information Company
211 Sutter Street, Ste 300
San Francisco, CA 94108
(415) 433-5333
W. McDonald, Partner
Total Employees: 6
Services: AppSW
Private

Consultant Systems, Inc.
P.O. Box 6347
Santa Barbara, CA 93160
(805) 683-7700
Jim Yee, President
Total Revenue (Est) : $ 0.4 m
Is Revenue (Est) : $ 0.4 m
Total Employees: 4
Services: Proc AppSW
Private

Continental Software Company
11223 South Hindry Avenue
Los Angeles, CA 90045
(213) 410-3977
Jim Sadlier, President
Total Revenue FYE 11/82 : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 50
Private

Control Analysis
155 Great Circle Drive
Mill Valley, CA 94941
(415) 381-0570
Total Revenue : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 2
Services: Pfs AppSW
Private

Convergent Business Systems, Inc.
2700 North First Street
San Jose, CA 95150
Parent Company: Convergent, Inc.

Convergent, Inc.
2700 N. First St.
San Jose, CA 95150-6685
(408) 434-2848
Paul Ely,Jr.
Private

Convergent Technologies, Inc.
2700 N. First St.
San Jose, CA 95150-6685
(408) 434-2848
Paul Ely,Jr.
Is Revenue FYE 12/87 : $ 155.0 m
Services: AppSW SysSW Tky
Private

Cordura Corporation
2029 Century Park, East, Suite 3210
Los Angeles, CA 90067
(213) 553-4646
Norman Friedman, Chief Executive Officer
Total Revenue FYE 12/85 : $ 53.4 m
Total Employees: 692
Services: Pfs AppSW
Private

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Courseware, Inc.
10075 Carroll Canyon Road
San Diego, CA 92131
(619) 578-1700
John J. Splavec, President
Is Revenue FYE 06/87 (Est) : $ 4.0 m
Total Employees: 55
Services: Pfs
Private

Cubicomp
21325 Cabbot Blvd.
Haywardy, CA 94545
(415) 887-1300
Donald Bogue
Is Revenue FYE 12/87 : $ 9.0 m
Total Employees: 75
Services: SysSW Tky
Private

Custom Solutions, Inc.
2570 El Camino Real West
Suite 600
Mountain View, CA 94040
(415) 949-4224
Private

Cybertek Computer Products, Inc.
6133 Bristol Parkway
Culver City, CA 90230
(213) 649-2450
Vaughn W. Morgan
Is Revenue FYE 03/87 : $ 23.0 m
Total Employees: 290
Services: Pfs Proc AppSW
Public

CYBERTEK Corp.
6133 Bristol Parkway
Culver City, CA 90230
(213) 649-2450
Vaughn W. Morgan
Public

Cygnet Technologies, Inc.
1296 Lawrence Station Road
Sunnyvale, CA 94089
(408) 734-9946
Total Employees: 40
Public

Daisy Systems Corp.
700 E. Middlefield Road
Mountain View, CA 94039-7006
(415) 960-6674
Dr. Norman Friedman
Is Revenue FYE 09/87 : $ 47.6 m
Total Employees: 800
Services: Tky
Public

Dalgety, Inc.
3055 Fairview Way
San Mateo, CA 94402
(415) 572-8000
Peter Gardner, President
Total Revenue FYE 06/84 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 8
Services: Pfs
Private

Damar Corporation
3550 W. Temple St.
Los Angeles, CA 90004
(800) 873-2627
David Nitka, President
Total Employees: 150
Services: Network
Parent Company: Praxis Group

Dastra America, Inc.
976 North Lemon Street
Orange, CA 92667
(714) 633-2275
Services: AppSW
Private

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Data Automation
125 W. Mission Avenue, Suite 202
Escondido, CA 92025
(619) 743-3334
Richard Hackworth, President
Is Revenue FYE 12/87 (Est) : $ 0.3 m
Total Employees: 6
Services: AppSW
Private

Data Control Corporation
18980 Ventura Blvd #210
Tarzana, CA 91356
(818) 609-7900
J Dale Debber, CEO
Is Revenue FYE 01/87 (Est) : $ 2.0 m
Total Employees: 35
Private

Datacopy Corporation
1215 Terra Bell Avenue
Mountain View, CA 94043
(415) 965-7900
Total Revenue FYE 12/88 (Est) : $ 16.0 m
Total Employees: 85
Services: AppSW Tky
Parent Company: Xerox Corporation

Data Design Associates, Inc.
1279 Oakmead Parkway
Sunnyvale, CA 94086
(408) 730-0100
David D. Lowry, President
Is Revenue FYE 03/87 : $ 16.1 m
Total Employees: 117
Services: AppSW
Private

DataGraphic Computer Services
6856 Tujunga Avenue
North Hollywood, CA 91605
(213) 877-3171
Charles C. Hou, President
Total Revenue FYE 12/87 (Est) : $ 8.0 m
Is Revenue (Est) : $ 8.0 m
Total Employees: 118
Services: Pfs Proc AppSW
Private

DatagraphiX
10977 San Diego Mission Road
San Diego, CA 92108
(619) 291-9960
Parent Company: Anacomp, Inc.

Datalex, Inc.
100 Pine Street
San Francisco, CA 94111-
(415) 362-4466
Robert H. Erwin, President
Total Employees: 19
Services: Pfs AppSW SysInt Tky
Private

Datalift Corporation
2960 San Pablo Avenue
Berkeley, CA 94701
(415) 548-0575
Robert McGowan, President
Total Revenue FYE 12/86 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 130
Services: Proc
Private

Data Processing & Accounting Services
50 Van Ness Avenue
San Francisco, CA 94109
(415) 621-2888
Robert Tessler, President
Is Revenue FYE 12/87 : $ 4.9 m
Total Employees: 200
Services: SysSW
Private

Data Support Corporation
431 McCormack
San Leandro, CA 94577
(415) 638-1206
Private

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Data Ten, Inc.
15560 Rockfield Blvd
Suite C
Irvine, CA 92718
(714) 859-1529
Edward D. Allen, President
Total Revenue FYE 10/88 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 36
Services: Network Pfs Proc SysInt Tky
Public

Data Trak, Inc.
2700 Garcia Avenue
Mountain View, CA 94043
(415) 967-3911
Richard Jaenictee, President
Total Employees: 20
Services: AppSW
Private

Data-Works Corporation
9685 Scranton Road
Suite 100
San Diego, CA 92121
(619) 457-3070
Harold Kosakoff, President
Total Revenue FYE 05/85 (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 50
Services: Pfs Proc AppSW Tky
Private

David Corporation
100 California, Suite 614
San Francisco, CA 94111
(415) 362-4555
Allan Burn, President
Is Revenue FYE 12/87 (Est) : $ 3.6 m
Total Employees: 30
Services: AppSW
Parent Company: Nationwide Computer Services

Davidson & Associates, Inc
3135 Kashiwa Street
Torrance, CA 90505
(213) 534-4070
Dr. Jan Davidson, President
Total Employees: 40
Services: AppSW
Private

Daybreak Technologies, Inc.
21213 B Hawthorne Blvd
Suite 5629
Torrnce, CA 90509
(213) 542-5888
Gus Tsao, President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 6
Services: AppSW SysSW
Private

Dayflo, Inc.
17701 Michell Avenue North
Irvine, CA 92714
(714) 474-3044
Total Employees: 3
Services: AppSW
Private

DBSI Information Systems
25431 Cabot Road
Suite 110
Laguna Hills, CA 92653
(714) 837-3744
Tim Bunn, President
Is Revenue FYE 01/87 (Est) : $ 1.8 m
Total Employees: 13
Services: AppSW
Private

Decision Data Computer Corporation
1450 Fashion Island Blvd.
San Mateo, CA 94404
(415) 574-5424
Parent Company: Decision Data Inc.

Decision Focus, Inc.
5 Palo Alto Square, Suite 410
Palo Alto, CA 94303
(415) 494-7721
Dean W. Boyd, President
Total Revenue FYE 12/85 : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 60
Private

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Delphi Information Systems, Inc.
31416 West Agora Road
Westlake Village, CA 91361-4672
(818) 706-8989
Richard R. Janssen, President
Is Revenue FYE 03/87 : $ 14.9 m
Total Employees: 180
Services: Tky
Public

Design Access, Inc.
1770 Union Street
San Francisco, CA 94123
(415) 885-3156
Bruce Ryon, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 5
Services: Pfs SysInt
Private

Design/Ware, Inc.
185 Berry Street
San Francisco, CA 94107
(415) 546-1937
James Schuyler, General Manager
Total Revenue FYE 12/84 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 28
Services: AppSW
Private

Development Systems International
13107 Ventura Blvd., Suite 205
Studio City, CA 91604
(818) 788-4240
Norman H. Carter, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 18
Services: Pfs SysInt
Private

DIALOG Information Services, Inc.
3460 Hillview Avenue
Palo Alto, CA 94304
(415) 858-2700
Roger K. Summit, President
Total Revenue FYE 12/87 : $ 98.0 m
Is Revenue : $ 98.0 m
Total Employees: 195
Services: Pfs Proc
Parent Company: Knight-Ridder, Inc.

Digital Information Systems Corporation
11070 White Rock Road, #210
Ranch Cordova, CA 95670-6001
(916) 635-7300
Jim Blackburn, President
Private

Digital Microsystems
80 Swan Way, #225
Oakland, CA 94621-1426
(415) 638-2223
John Torode, President
Private

Digital Planners, Inc.
4400 MacArther Blvd.
Suite 800
Newport Beach, CA 92660
(714) 476-1020
John C. Mayther, President
Is Revenue FYE 12/87 : $ 3.6 m
Total Employees: 19
Services: AppSW
Private

Digital Release
1201-A Solano Avenue
Albany, CA 94706
(415) 525-3015
Private

Digital Research, Inc.
70 Garden Court
Monterey, CA 93942
(408) 649-3896
R.H. Williams, President
Is Revenue FYE 08/87 : $ 22.0 m
Total Employees: 230
Services: AppSW SysSW
Private

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Distributed Planning Systems Corporation
23632 Calabasas Road
Suite 107
Calabasas, CA 91302
(818) 992-4447
Bruce Gall, President
Is Revenue FYE 06/87 (Est) : $ 1.2 m
Total Employees: 19
Services: AppSW
Private

Double Gold Software
4010 Moor Park Avenue, Suite 207
San Jose, CA 95117
(408) 554-9135
Private

DSL, Inc.
1 2nd Street
San Francisco, CA 94105
(415) 543-4260
Michael Rubinstein, President
Total Revenue FYE 12/87 : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 72
Services: AppSW Tky
Private

Ducommun Electronics Group
10824 Hope Street
Cypress, CA 90630
(800) 338-8811
Private

Ducommun, Inc.
10824 Hope Street
Cypress, CA 90630, CA 90630
(714) 952-9500

DuPont Design Technologies, Inc.
4800 Patrick Henry Drive
Santa Clara, CA 95054
(408) 980-8009
Chuck Thompson, President
Total Employees: 90
Services: Tky
Parent Company: E.I. dupont deNemours and Company

Dylakor
17418 Chatsworth Street
Granada Hills, CA 91344
(818) 366-1781
Carole Morton, President
Total Employees: 64
Services: AppSW
Parent Company: Sterling Software, Inc.

Dynamic Interface Systems Corporation
5456 McConnell Avenue
Suite 260
Los Angeles, CA 90066
(213) 305-9995
Eric J. Christeson, President
Total Revenue FYE 06/88 (Est) : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 8
Services: AppSW
Private

ECAD, Inc.
2455 Augustine Drive
Santa Clara, CA 95054
(408) 727-0264
Glen Antle, President
Total Revenue FYE 12/87 (Est) : $ 14.5 m
Is Revenue (Est) : $ 10.9 m
Total Employees: 132
Services: Pfs AppSW
Private

Economic Science Corporation
2150 Shattuck Avenue
Berkeley, CA 94704
(415) 841-6869
Bill Roberts, President
Total Revenue FYE 12/85 : $ 1.3 m
Is Revenue : $ 1.3 m
Total Employees: 16
Services: Pfs AppSW
Private

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EECO, Inc.
1601 E. Chestnut Ave.
P.O. Box 659
Santa Ana, CA 92702-0659
(714) 835-6000
Robert Milo
Services: Tky
Private

Electronics Arts
1820 Gateway Drive
San Mateo, CA 94404
(415) 571-7171
William Hawkins, President
Total Employees: 240
Services: AppSW
Private

Elite Data Processing
5757 Wilshire
Los Angeles, CA 90036
(213) 937-5060
Alan Rich, President
Total Employees: 15
Services: AppSW Tky
Private

Enigma Logic
2151 Salvio Street, Suite 301
Concord, CA 94520
(415) 827-5707
John R. Muir, President
Is Revenue FYE 06/87 : $ 2.1 m
Total Employees: 21
Services: SysSW SysInt
Private

Environmental Systems Research Institute
380 New York Street
Redlands, CA 92373
(714) 793-2853
Jack Dangermond, President
Is Revenue FYE 12/87 : $ 7.0 m
Total Employees: 250
Services: Pfs AppSW Tky
Private

Equatorial Communications
300 Ferguson Drive
Mountain View, CA 84043
(415) 969-9500
Edwin B. Parton, President
Public

Eric Software Publishing
1713 Tulane, Suite 107
Fresno, CA 93721
(209) 237-0989
Private

Evergreen Consulting, Inc.
200 N. Maryland, Suite 301
Glendale, CA 91206
(818) 214-8894
Ivan Jellinek, President
Is Revenue FYE 12/87 : $ 0.9 m
Total Employees: 5
Services: Pfs
Private

Excalibur Systems, Inc.
27281 Las Ramblas # 155
Mission Viejo, CA 92691
(714) 582-9330
Edward W. Kirchner, President
Total Employees: 5
Services: AppSW
Private

Excelan, Inc.
2180 Fortune Drive
San Jose, CA 95131
(408) 434-2300
Kenwel Rekhi
Total Employees: 200
Services: Network
Public

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Executive Solution Systems, Inc.
25231 Paseo De Alicia, Suite 105
Laguna Hills, CA 92653
(714) 770-5142
Robert Allen Smith, President
Services: Pfs AppSW
Private

Executive Systems, Inc.
15300 Ventura Boulevard
Sherman Oaks, CA 91403
(818) 990-3457
Donald C. Weymer, President
Total Employees: 40
Private

Experience In Software
2039 Shattuck Avenue, Suite 401
Berkeley, CA 94704
(415) 644-0694
Is Revenue FYE 01/87 : $ 0.6 m
Total Employees: 5
Services: AppSW
Private

Expertelligence, Inc.
559 San Ysidro Road
Santa Barbara, CA 93108
(805) 969-7874
Dennison Bollay, President
Is Revenue FYE 09/87 (Est) : $ 1.0 m
Total Employees: 24
Services: AppSW
Public

Expertware, Inc.
3235 Kaiser Road., Suite 220
Santa Clara, CA 95051-0804
(408) 746-0706
Dale Darney, President
Is Revenue FYE 07/87 : $ 3.0 m
Total Employees: 21
Services: Pfs AppSW
Private

EZ-Logic, Inc.
315 South El Monte
Los Altos, CA 94022
(415) 949-2834
Larry Toelle, President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 5
Private

Fair, Isaac Companies
120 North Redwood Drive
San Raphael, CA 94903-1996
(415) 472-2211
William R. Fair, President
Total Employees: 176
Private
Parent Company: Fair, Isaac Companies

Far West Systems, Inc.
2011 Westgate Ave.
Los Angeles, CA 90025
(213) 207-2936
Irwin Mainster, President
Total Revenue FYE 10/85 : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 12
Services: Proc AppSW
Private

Ferrin Corporation
Spear Street Tower
One Market Plaza
San Francisco, CA 94105
(415) 495-8600
Bill Guerin, President
Total Revenue : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 28
Services: Pfs SysInt
Private

Fidelity Packaging Corporation
2107 Livingston Street
P.O. Box 24333
Oakland, CA 94623
(415) 261-7611
Private

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Financial Decision Systems, Inc.
28035 Dorothy Dr., Suite 1000
Agoura Hills, CA 91301
(818) 706-2000
Warren Richard, President
Total Revenue FYE 04/87 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 55
Services: AppSW
Private

Firesign Computer Company
48480 Green Street
San Francisco, CA 94133
(415) 398-7228
Charles A. Mills, President
Total Employees: 4
Private

Flexware
15404 E. Valley
Industry, CA 91746
(800) 961-0230
Total Revenue : $ 1.0 m
Is Revenue : $ 0.9 m
Services: AppSW
Private

F.N. Realty Services
35 North lake
Suite 300
Pasadena, CA 91101
(818) 304-4100
Jim Marmorstone, President
Total Revenue FYE 12/84 (Est) : $ 6.0 m
Is Revenue (Est) : $ 2.1 m
Services: Proc
Parent Company: First Nationwide Savings

Foothill Associates, Inc.
1730 N. Euclid
Upland, CA 91786
(714) 982-0666
Art Mollet, President
Private

Foothill Research, Inc.
1301 Shoreway Road, Suite 300
Belmont, CA 94002
(415) 593-6696
David Parks, President & CEO
Total Revenue FYE 12/85 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 35
Services: AppSW
Private

Forem Systems, Inc.
5540 Ekwill St.
Santa Barbara, CA 93111
(805) 683-5661
Joseph Riley, President
Total Revenue FYE 12/85 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 50
Services: AppSW
Private

Forethought, Inc.
250 Sobrante Way
Sunnyvale, CA 94086-4807
(408) 737-7070
Robert Campbell, President
Total Revenue : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 15
Services: AppSW
Private

Forthright Systems
490 Lakeside Drive
Sunnyvale, CA 94086
(408) 730-5700
Richard Beck, President
Total Employees: 22
Services: AppSW
Private

Fortune Systems Corporation
300 Harbor Blvd.
Belmont, CA 94002
(415) 593-9000
James S. Campbue, President
Total Revenue FYE 12/83 : $ 20.7 m
Is Revenue : $ 20.7 m
Public

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Four Phase Systems
10700 North De Anza Blvd.
Cupertino, CA 95014
(408) 255-0900
Private

Fourth Generation Technology, Inc.
10280 N. Torrey Pines Road, Suite 350
La Jolla, CA 92037
(619) 455-7663
Nigel S. Read, President
Total Revenue FYE 12/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 45
Services: Pfs
Private

FoxWare Systems Corporation
17801 Main #H
Irvine, CA 92714
(714) 250-1512
R. Thomas Fox, President
Total Employees: 12
Services: AppSW Tky
Private

Frame Technology Corporation
2911 Zanker Road
San Jose, CA 95134
(408) 433-3311
Steven T. Kirsch, President
Total Revenue FYE 12/88 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 50
Services: AppSW
Private

Franklen Computer Systems, Inc.
456 S. Central Avenue
Glendale, CA 91204
(818) 247-0400
Frank J. O'Kaw, President
Total Revenue FYE 06/88 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 16
Services: AppSW
Private

Franz, Inc.
1995 University Avenue
Berkeley, CA 94704
(415) 548-3600
Fritz Kunzi, President
Is Revenue FYE 12/87 (Est) : $ 2.1 m
Total Employees: 20
Services: SysSW
Private

GASCARD Club, Inc.
11025 N. Torrey Pines Road
La Jolla, CA 92038-3897
(619) 457-4100
Keith Moore, President
Total Revenue FYE 03/88 (Est) : $ 5.0 m
Is Revenue (Est) : $ 6.5 m
Total Employees: 35
Services: Tky
Public

Gateway Communications, Inc.
2941 Alton Avenue
Irvine, CA 92714
(714) 553-1555
David S. McMaster, President
Is Revenue FYE 12/87 (Est) : $ 7.8 m
Total Employees: 80
Services: AppSW SysSW SysInt
Public

Gentry, Inc.
430 40th Street
Oakland, CA 94609
(415) 547-6134
Grace H. Gentry, President
Total Revenue FYE 09/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Private

Geometric Data Flow, Inc.
337 N. Vineyard Avenue, Suite #206
Ontario, CA 91764
(714) 984-1260
Russell Mobley, President
Total Revenue : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 3
Services: AppSW
Private

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Gifford Fong Associates
1600 Riviera Ave., Suite 285
Walnut Creek, CA 94596
(415) 932-1910
H. Gifford Fong, President
Is Revenue FYE 12/87 (Est) : $ 4.0 m
Total Employees: 42
Services: Pfs
Private

Global USI
2902 Orchard Pkwy uth
San Jose, CA 95134
(408) 946-8100
Total Employees: 380
Services: Pfs AppSW
Private

GNP Development Corporation
Pasadena, CA
Private

Go Corporation
139 Townsend Street
San Francisco, CA 94107
(415) 543-3200
Jerrold Kaplan
Total Employees: 20
Services: AppSW SysSW
Private

Guarantee Savings and Loan
1177 Fulton Mall
Fresno, CA 93721
(209) 268-8111
Services: Pfs
Private

Gupta Technologies
1020 Marsh Road, Suite 210
Menlo Park, CA 94025
(415) 321-9500
Umang Gupta, President
Is Revenue FYE 12/87 (Est) : $ 1.3 m
Total Employees: 33
Services: SysSW
Private

H & A Computer Systems, Inc.
522 Washington Street
San Francisco, CA 94111
(415) 434-3517
Alan Hochschild, President
Total Revenue FYE 04/86 : $ 15.0 m
Is Revenue : $ 7.5 m
Total Employees: 40
Services: Pfs AppSW
Private

Hale Systems, Inc.
1076 East Meadow Circle
Palo Alto, CA 94303-4240
(415) 494-6111
Charles G. Calderaro, President
Is Revenue FYE 03/87 : $ 3.4 m
Total Employees: 40
Services: AppSW Tky
Public

Hammer Computer Systems, Inc.
818 Fifth Avenue
San Rafael, CA 94901
(415) 461-7633
James Allen
Total Employees: 22
Private

Harris Business Systems/Services
613 Martin Avenue, Suite 201
Rohnert Park, CA 94928
(707) 585-3868
John A. Harris, Owner
Total Revenue FYE 12/86 : $ 0.9 m
Is Revenue : $ 0.9 m
Total Employees: 11
Services: Pfs AppSW
Private

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Helmsman Systems, Inc.
1030 S. Winchester Boulevard
San Jose, CA 95128
(408) 246-8300
Services: AppSW
Private

Heritage Software
3757 Wilshire Blvd., Suite 211
Los Angeles, CA 90010
(213) 384-4120
Private

Hewlett Packard Company
3000 Hanover St.
Palo Alto, CA 94304
(415) 857-1501
John A. Young, CEO
Is Revenue FYE 10/87 : $ 422.0 m
Total Employees: 82000
Services: Pfs AppSW SysSW Tky
Public

Hollander Associates
P.O. Box 2276
Fullerton, CA 92633
(714) 879-9000
G.L. Hollander, President
Total Employees: 20
Services: Pfs AppSW SysInt
Private

Holm-Dietz Computer Systems, Inc.
6790 N. West Avenue
Fresno, CA 93711
(209) 431-8100
Wayne Holm, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 18
Services: Pfs AppSW Tky
Private

Hotel Information Systems
400 Ellinwood Way, Suite 160
Pleasant Hill, CA 94523
(415) 822-1212
Bob Sanford, President
Is Revenue FYE 12/87 : $ 9.3 m
Total Employees: 125
Services: AppSW Tky
Private

HowardSoft
1224 Prospect Street, Suite 150
San Diego, CA 92037
(619) 454-0121
Services: AppSW
Private

Human Edge Software Corp.
2445 Faber Ave.
Palo Alto, CA 94303
(415) 493-1593
Jim Johnson, President
Total Revenue FYE 12/84 : $ 3.3 m
Is Revenue : $ 3.3 m
Total Employees: 48
Services: AppSW
Private

IBS Corp.
4660 La Jolla Village Dr.
Suite 700
San Diego, CA 92122
(619) 452-6045
Marco G. Pacelli, President
Total Employees: 30
Services: SysSW
Private

ICS Group
3848 Carson Street, Suite 320
Torrance, CA 90503
(213) 534-2611
John Benton, President
Total Revenue FYE 12/84 : $ 2.7 m
Is Revenue : $ 2.7 m
Services: Pfs AppSW
Private

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ILAR Systems, Inc.
334 Baywood Dr.
Newport Beach, CA 92660
(714) 640-2485
John Richardson, President
Total Employees: 10
Services: AppSW
Private

Image Network
140 Whisman Road
Mountain View, CA 94041
(415) 967-0542
John Copeland, President
Is Revenue FYE 02/87 (Est) : $ 0.3 m
Total Employees: 2
Services: AppSW
Private

Imedia Inc.
20833 Stephens Creek Blvd. 101
Cupertino, CA 95014
(408) 255-5500
O.H. Davison,Jr., President
Total Employees: 8
Services: AppSW
Private

Individual Software Inc.
1163-1 Chess Drive
Foster City, CA 94404
(415) 341-6116
Joe Hendrickson, President
Total Revenue FYE 12/86 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 25
Services: AppSW
Private

Inference Corporation
5300 West Century Boulevard
Los Angeles, CA 90045
(213) 417-7997
Alexander Jacobson, President
Total Revenue : $ 14.0 m
Is Revenue : $ 12.6 m
Services: Pfs AppSW
Private

Information Access Company
326 Lakeside Dr.
Foster City, CA 94404
(415) 378-5000
Morris Goldstein, President
Is Revenue FYE 07/87 (Est) : $ 19.0 m
Total Employees: 300
Services: Network AppSW
Private
Parent Company: Ziff-Davis Publishing

Information Concepts, Inc.
17800 Castleton St. #650 or
City of Industry, CA 91748
(818) 810-1271
Cary Toor, President
Total Employees: 25
Private

Information Management International
2525 East Bayshore Road
Palo Alto, CA 94303
(415) 493-2100
David Beck, President
Is Revenue FYE 01/87 : $ 4.9 m
Total Employees: 100
Services: Pfs Proc Tky
Parent Company: FICAPER

Information Processing Techniques, Inc.
1096 East Meadow Circle
Palo Alto, CA 94303
(415) 494-7500
Dr. C. Stephen Carr, President
Is Revenue FYE 12/87 (Est) : $ 4.9 m
Total Employees: 33
Services: Pfs SysSW
Private

Informix Corporation
4100 Bohannon Dr.
Menlo Park, CA 94025
(415) 322-4100
Michael J. Brown, President
Is Revenue FYE 12/87 : $ 27.0 m
Total Employees: 441
Services: Pfs SysSW
Public

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InstaPlan Corporation
655 Redwood Hwy, Suite 311
Mill Valley, CA 94941
(415) 389-1414
Gary Cole, President
Total Revenue FYE 01/87 (Est) : $ 1.0 m
Total Employees: 8
Services: AppSW
Private

Insurance Technology Consultants
6128 Marino Valley Rd.
Fullerton, CA 92634
(714) 247-4029
Henry M. Bacher, President
Total Employees: 5
Services: Pfs AppSW
Private

Insurnet, Inc.
1900 Powell St.
Suite 600
Emeryvelle, CA 94608
(415) 652-3771
Is Revenue FYE 01/87 (Est) : $ 25.0 m
Total Employees: 190
Services: Tky
Private

Integral Systems, Inc.
2185 North Carolina Blvd.
Walnut Creek, CA 94596
(415) 939-3900
Brian M. Aspland, President
Is Revenue FYE 12/87 : $ 29.1 m
Total Employees: 275
Services: Pfs AppSW
Public

Integral Technologies, Inc.
3008 Scott Blvd.
Santa Clara, CA 95054
(408) 970-9677
Craig Brinkman
Is Revenue FYE 01/87 (Est) : $ 1.2 m
Total Employees: 7
Services: Pfs
Private

Integrated Automation, Inc.
1301 Harbor Bay Parkway
P.O. Box 4004
Alameda, CA 94501
(415) 769-5400
David L. Fain, President
Total Revenue FYE 12/88 : $ 33.0 m
Is Revenue : $ 33.0 m
Total Employees: 250
Services: Tky
Private
Parent Company: Teknekron Industries

Integrated Business Concepts, Inc.
2020 North Broadway, Suite 208
Walnut Creek, CA 94596
(415) 947-6666
Michael Klug, President
Total Revenue FYE 03/85 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 6
Services: AppSW
Private

Integrated Computer Technologies
1650 S. Amphlett Blvd., Suite 224
San Mateo, CA 94022
(415) 341-2946
Harman Cadis, President
Total Employees: 11
Services: Pfs AppSW
Private

Integrated Health Systems
4275 Executive Square
Suite 550
La Jolla, CA 92031-
(619) 453-3600
Tom Bilby, President
Total Employees: 40
Services: Tky
Private

Integrated Office Systems, Inc.
2111 Grant Road
Los Altos, CA 94022
(415) 961-3030
Vas Raman, President
Total Revenue FYE 03/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 10
Services: Pfs
Private

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Integrated Systems Group, Inc.
920 East Broadway
Glendale, CA 91205
(818) 502-1414
Charles A. Archer, President
Total Revenue FYE 10/84 (Est) : $ 6.1 m
Is Revenue (Est) : $ 3.4 m
Total Employees: 55
Services: Pfs Tky
Private

Integrated Systems, Inc.
101 University Avenue
Palo Alto, CA 94301
(415) 853-8400
David Dache, President
Total Revenue (Est) : $ 3.0 m
Is Revenue (Est) : $ 2.9 m
Total Employees: 10
Services: Pfs AppSW
Private

IntelliCorp
1975 El Camino Real West
Mountain View, CA 94040-2216
(415) 965-5500
Thomas P. Kehler, Chairman
Is Revenue FYE 06/87 : $ 18.0 m
Total Employees: 240
Services: Pfs Proc AppSW
Public

Intelligence Ware, Inc.
9800 S. Sepulveda Blvd., Suite 730
Los Angeles, CA 90045
(213) 417-8896
Dr. Kanran Parsaye, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 17
Services: AppSW
Private

Intellisance Corp.
1885 Lundy Ave.
San Jose, CA 95131
(408) 463-0430
Bruce Frisch, President
Total Revenue FYE 03/84 : $ 1.5 m
Is Revenue : $ 1.5 m
Services: AppSW
Private

Intellisoft International
P.O. Box 5055
Novato, CA 94948
(415) 883-1188
Bruce Bierman, President
Total Revenue FYE 01/87 (Est) : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 12
Services: SysSW
Private

Interactive Development Environments (IDE), Inc.
150 Forest Street Suite 210
12th Floor
San Francisco, CA 94103
(415) 333-2122
Tony Wasserman, President
Total Employees: 50
Services: SysSW
Private

INTERACTIVE Systems Corporation
2401 Colorado Ave.
3rd Floor
Santa Monica, CA 90404
(213) 453-8649
Dr. John P. White, Chairman
Is Revenue FYE 06/87 : $ 13.6 m
Total Employees: 180
Services: Pfs SysSW
Parent Company: Eastman Kodak

Interlink Computer Sciences, Inc.
47370 Fremont Blvd.
Fremont, CA 94538
(415) 657-9800
Lambert Onuna, President
Is Revenue FYE 12/87 (Est) : $ 3.0 m
Total Employees: 100
Services: AppSW SysSW Tky
Private

Intermation
234 E. Colorado Blvd.
Pasadena, CA 91101
(818) 796-9371
Darlene Wills, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 15

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International Microcomputer Software Inc.
1299 Fourth Street
San Rafael, CA 94901
(415) 454-7101
Private

International Microcomputer Software, Inc.
1299 Fourth Street
San Rafael, CA 94901
(415) 454-7101
Rick Borenstein, President
Is Revenue FYE 06/87 : $ 4.0 m
Total Employees: 30
Services: AppSW
Public

Intertec Diversified Systems, Inc.
2625 Park Blvd.
Palo Alto, CA 94306
(415) 326-8900
Frank Grice, President
Total Revenue FYE 12/83 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 100
Services: Proc AppSW
Private

Intrak, Inc.
9999 Business Park Ave.
San Diego, CA 92131
(619) 695-1900
Ron Manning, President
Total Employees: 20
Services: AppSW
Private

Island Graphics Corp.
4000 Civic Center
San Rafael, CA 94903
(415) 491-1000
Daniel Remer, President
Total Revenue (Est) : $ 5.0 m
Is Revenue (Est) : $ 2.9 m
Total Employees: 70
Services: AppSW
Private

Island Pacific Systems Corporation
12 Corporated Plaza
Newport Beach, CA 92260
(714) 760-5002
Paul Mickelson, President
Total Employees: 24
Services: AppSW
Private

Jadtec Computer Group
546 West Katella Avenue
Orange, CA 92613
(714) 997-8927
John A. Dieball, President
Total Revenue FYE 04/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 26
Private

Jandel Scientific, Inc.
65 Kotel Road
Corte Madera, CA 94925
(415) 924-8640
John Osborn
Total Revenue FYE 01/87 (Est) : $ 2.7 m
Is Revenue : $ 2.7 m
Total Employees: 28
Services: AppSW
Private

JB Systems, Inc.
21600 Oxnard Street
Woodland Hills, CA 91367
(818) 340-9430
Pat Gehl, President
Total Revenue FYE 12/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 25
Services: Pfs AppSW Tky
Private

JCA Software, Inc.
18201 Von Kasman Ave.
Suite 410
Irvine, CA 92715
(714) 863-9500
Walter F. Turner, President
Total Revenue (Est) : $ 3.0 m
Is Revenue (Est) : $ 2.4 m
Total Employees: 6
Services: AppSW
Private

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Kay Consulting, Inc.
225 South Sepulveda Blvd., Suite 175
Manhattan Beach, CA 90266
(213) 379-4133
Max Kay, President
Is Revenue FYE 03/87 : $ 2.0 m
Total Employees: 11
Services: AppSW
Private

Kemp Software Systems
6040 W. Carlos Avenue
Hollywood, CA 90028
Private

Kennen Publishing
150 Shoreline Highway
Building E
Mill Valley, CA 94941
(415) 332-5828
Ed Dudkowski
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 25
Private

Key Software, Inc.
20212 Redwood Rd., Suite 201
Castro Valley, CA 94546
(415) 881-4949
Private

Key Solutions, Inc.
111-G Shelley Avenue
Campbell, CA 95008
(408) 559-6226
Brian Gordon, President
Services: AppSW
Private

KINETICS,Inc.
2540 Camino Diable
Walnut Creek, CA 94596
(415) 947-0998
Services: Network
Private

Knowledge Access International
2685 Maune Way, Suite 1305
Mountain View, CA 94043
(415) 969-0606
Matilda Butler, CEO
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Services: Pfs Proc AppSW
Private

Knox Data
23030 Lyons
Newhall, CA 91304
(805) 255-3552
R. Knox, President
Total Revenue FYE 06/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.6 m
Total Employees: 12
Services: Tky
Private

Koala Technologies
269 Mt. Hermon Rd.
Scotts Valley, CA 95066
(408) 438-0946
Private

Koch Systems Corporation
70 Tenth St., PO Box 2510
San Francisco, CA 94103
(415) 861-8900
David R. Lowar, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue (Est) : $ 7.5 m
Total Employees: 18
Services: AppSW
Private

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Laboratory Microsystems, Inc.
P. O. Box 10430
Marina Del Rey, CA 90295
(213) 306-7412
Ray Duncan, President
Is Revenue FYE 01/87 (Est) : $ 0.2 m
Total Employees: 3
Services: SysSW
Private

Lake Avenue Software
650 Sierra Madre Villa
Suite 204
Pasadena, CA 91107-2013
(818) 351-5483
Rick Guerrero
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 18
Services: Pfs AppSW
Private

Lanquest Group
3375 Scott Blvd
Suite 206
Santa Clara, CA 95054
(408) 727-9446
G. James, President
Total Revenue FYE 01/87 (Est) : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Services: SysInt
Private

Lattice Logic USA
3333 Bowers Avenue, Suite 199
Santa Clara, CA 95054
(408) 748-9797
Alex Bennett, President
Total Employees: 50
Services: AppSW Tky
Private

Learning Company (The)
545 Middlefied Road
Menlo Park, CA 94025
(415) 328-5410
William Dinsmore, President
Total Revenue (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 60
Services: AppSW
Private

Lemain, Inc.
7420 Shelborne Drive
Loomis, CA 95650
(916) 791-7884
David Saykally, President
Private

Lewis Lee Corporation
PO Box 51831
Palo Alto, CA 94303
(415) 853-1220
Daniel Lewis, President
Total Employees: 6
Private

Lexisoft, Inc.
P.O. BOX 1950
Davis, CA 95617
(916) 758-3630
Total Revenue (Est) : $ 3.5 m
Is Revenue (Est) : $ 2.6 m
Services: AppSW
Private

Lifetree Software, Inc.
411 Pacific Avenue
3rd Floor
Monterey, CA 93940
(408) 373-4718
Ed Sattizahn, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 30
Services: AppSW
Private

Litton Computer Services
1300 Villa Street
P.O. Box 7113
Mountain View, CA 94039-7113
(415) 966-1771
Henry Bodurka, President
Total Revenue FYE 07/87 (Est) : $ 100.0 m
Total Employees: 1000
Services: Pfs Proc
Parent Company: Litton Industries, Inc.

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Living Videotext, Inc.
2432 Charleston Road
Mountain View, CA 94043
(415) 964-6300
Dave Winer, President
Total Revenue FYE 12/86 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 30
Services: AppSW
Public

Lockheed Corporation
4500 Park Granada Blvd.
Calabasas, CA 91377
(818) 712-2000
Lawrence O. Kitchen
Is Revenue FYE 12/87 : $ 217.0 m
Services: Network Pfs Proc AppSW Tky
Public

Lockheed DataPlan, Inc.
121 Albright Way
Los Gatos, CA 95030
(408) 866-7611
George Wickers, Acting President
Is Revenue FYE 01/87 : $ 4.7 m
Total Employees: 90
Parent Company: Lockheed Corporation

Logical Data Management
529 South Second Ave.
Covina, CA 91723
(818) 967-1506
Ricardo Brutucao, President
Total Employees: 35
Services: Pfs Proc AppSW Tky
Private

Logicon, Inc.
3701 Skypark Dr.
Torrance, CA 90505
(213) 373-0220
John R. Woodhull, President
Is Revenue FYE 03/87 : $ 178.0 m
Total Employees: 2500
Services: Pfs
Public

Logisticon
4001 Burton Drive
Santa Clara, CA 95054
(408) 988-3811
Fred Laccabue, President
Total Revenue FYE 12/88 (Est) : $ 8.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 45
Services: Tky
Private

LSI Logic Corporation
1551 Mc Carthy Blvd
Milpitas, CA 95035
(408) 433-8000
Wilfred Corrigan, Chairman
Total Revenue FYE 12/88 (Est) : $ 375.0 m
Total Employees: 2500
Services: AppSW
Public

MacNeal-Schwendler Corporation (The)
815 Colorado Blvd.
Los Angeles, CA 90041
(213) 258-9111
Joseph F. Gloudeman, President
Is Revenue FYE 01/87 : $ 34.5 m
Total Employees: 223
Services: AppSW
Public

MAI Basic Four, Inc.
14101 Myford Road
Tustin, CA 92680
(714) 731-5100
William B. Patton, Jr., President
Total Revenue FYE 08/87 (Est) : $ 321.0 m
Is Revenue : $ 321.0 m
Total Employees: 4585
Services: SysInt
Public

Main Street Software
1 Harbor Dr.
Sausalito, CA 94965
(415) 332-1274
Larry Miller, President
Total Revenue FYE 06/84 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 15
Services: AppSW
Private

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Manifold, Inc.
1655 Greenfield Avenue, Suite 7
Los Angeles, CA 90025
Private

Manufacturing and Consulting Services, Inc.
9500 Toledo Way
Irvine, CA 92718
(714) 951-8858
Patrick Hanratty, President
Total Revenue FYE 01/87 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 150
Services: AppSW
Private

MARC Software International, Inc
260 Sheridan Avenue
Suite 200
Palo ALto, CA 94306
(415) 326-1971
Pedro V. Marcal, President
Total Revenue FYE 01/87 : $ 6.0 m
Total Employees: 75
Services: Pfs AppSW
Private

Mariposa Corporation
3 Harbor Drive, Suite 111
Sausalito, CA 94965
(415) 331-3650
Kathleen Avery, President
Total Revenue FYE 10/85 : $ 1.8 m
Is Revenue : $ 1.8 m
Total Employees: 32
Services: Pfs
Private

Marshall & Stevens, Inc.
600 S. Common Wealth, Suite 915
Los Angeles, CA 90005
(213) 385-1515
Alex D. Shiach, President
Total Revenue FYE 12/84 : $ 19.0 m
Is Revenue : $ 1.9 m
Total Employees: 250
Services: Pfs
Private

Martin and Stern, Inc.
2615 Pacific Coast Highway
Hermos Beach, CA 90254
(213) 318-3561
Dan Stern, President
Total Employees: 60
Services: Pfs
Private

Master Systems
1249 Pinole Valley Rd.
Pinole, CA 94564
(415) 724-1300
Stuart D. Proffitt, President
Total Revenue FYE 11/84 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

MBP Software And Systems Technology
1131 Harbor Bay Parkway #260
Alameda, CA 94501
(415) 769-5333
Is Revenue FYE 12/87 (Est) : $ 40.0 m
Services: Pfs SysSW
Private

MCBA, Inc.
425 W. Broadway
Glendale, CA 91204
(818) 242-9600
Dina Hans, President
Is Revenue FYE 03/87 (Est) : $ 10.0 m
Total Employees: 120
Services: Pfs AppSW
Private

MCRB Service Bureau
11633 Victory Boulevard
North Hollywood, CA 91609
(818) 509-1797
Richard Yung, President
Is Revenue FYE 01/87 : $ 16.0 m
Total Employees: 500
Services: Proc
Private

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MC Software, Inc.
1105 Kennedy Place Suite 1
Davis, CA 95616
(916) 756-8104
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.8 m
Services: Pfs AppSW
Private
Parent Company: Flagship Group (The), Inc.

MDR Systems, Inc.
1900 S. Norfolk Street #125
San Mateo, CA 94403
(415) 349-0810
Dr. Ken A. McGinnis, President
Total Employees: 7
Public

Measurex Corp.
One Results Way
Cupertino, CA 95014
(408) 255-1500
David Bossen

Mediagenic
3885 Bohannon Drive
Menlo Park, CA 94025
(415) 329-0500
Bruce L. Davis
Public

Megatek Corporation
9645 Scranton Rd.
San Diego, CA 92121
(619) 455-5590
Paul E. Huber, President
Private

Memory Media Products
17032 Murphy Avenue
Irvine, CA 92714
(714) 863-1101
Private

Memron, Inc.
1756 Junction Avenue
San Jose, CA 95112
(408) 275-0780
Private

Menlo Business Systems, Inc.
201 Main Street
Los Altos, CA 94022
(415) 948-7920
Ron Snow, President
Is Revenue FYE 10/87 : $ 4.2 m
Total Employees: 35
Services: AppSW
Private

Menlo Corporation
4633 Old Ironside Dr., Suite 400
Santa Clara, CA 95054
(408) 986-0200
Lloyd Kreuzer, President
Total Employees: 33
Services: AppSW
Private

Metaphor Computer Systems, Inc.
1965 Charleston Road
Mountain View, CA 94043
(415) 961-3600
Donald J. Massero, President
Total Revenue FYE 12/87 : $ 38.5 m
Total Employees: 300
Private

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Micro Courseware Corporation
4444 Geary Blvd., Suite 308
San Francisco, CA 94118
(415) 751-5223
Private

Micro D Inc.
2801 S. Yale Street
Santa Ana, CA 92704
(714) 540-4781
Linwood A. Lacy J.R.
Total Revenue FYE 12/87 (Est) : $ 3.5 m
Total Employees: 425
Public

Micro Focus, Inc.
2465 East Bayshore Road
Suite 400
Palo Alto, CA 94303
(415) 856-4161
Colin West, President
Is Revenue FYE 01/87 (Est) : $ 29.0 m
Total Employees: 300
Services: SysSW
Parent Company: Micro Focus Group, PLC

Micro-MRP, Inc.
Century Plaza, 1st Floor
1065 E. Hillsdale Blvd.
Foster City, CA 94404
(415) 345-6000
R. Ely, President
Total Revenue FYE 09/85 (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 80
Services: AppSW
Private

MicroPro International Corp.
33 San Pablo Ave.
San Rafael, CA 94903
(415) 499-1200
Leon Williams, President
Is Revenue FYE 08/87 (Est) : $ 41.3 m
Total Employees: 238
Services: AppSW
Public

Micro Resources, Inc.
378B Bell Marin Key Blvd.
Novato, CA 94947
(415) 382-1337
Anthony Gass, President
Total Revenue (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 6
Services: AppSW
Private

Micro-Tax
6203 Variel Avenue
Woodland Hills, CA 91367
(818) 704-7883
Gary Damiano, President
Total Employees: 25
Services: Pfs
Parent Company: Computer Language Research, Inc.

Microtec Research, Inc.
3930 Freedom Circle
Santa Clara, CA 95054
(408) 733-2919
Total Revenue : $ 3.0 m
Is Revenue : $ 1.9 m
Services: AppSW
Private

Mind Work Software
P.O. Box 222280
Carmel, CA 93922
(800) 367-4334
Services: AppSW
Private

Mini Data Systems Corp.
2041 Rosecrans Ave.
El Segundo, CA 90245
(213) 640-0404
Bill Myers, President
Total Revenue FYE 06/85 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 25
Services: Tky
Private

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Mitec Computer Business Systems
31356 Via Colines , Suite 114
Westlake Village, CA 91362
(818) 991-1545
Harold A. Kurty, CEO
Total Revenue FYE 03/85 : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 6
Services: Tky
Private

Modtec International
656 Bair Island Rd., Suite 302
Redwood City, CA 94063
(415) 367-6855
Private

Molecular Design, Ltd.
2132 Farallon Drive
San Leandro, CA 94577
(415) 895-1313
Steven Goldby, President
Is Revenue FYE 12/87 (Est) : $ 18.3 m
Total Employees: 149
Services: Pfs AppSW
Private

MoneyCare, Inc.
253 Martens Avenue
Mountain View, CA 94040
(415) 962-0333
Ed Van Deman, President
Total Revenue (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 5
Services: AppSW
Private

MONOGRAM
8295 S. La Cienega Blvd.
Inglewood, CA 90301
(213) 215-0529
Brad Peppard, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 30
Private

Mossland Technology
8536 Church Street
Gilroy, CA 95020
(408) 848-2678
Private

Motorola Computer Systems
10700 North DeAnza Blvd.
Cupertino, CA 95014
(408) 255-0900
Wayne Sennett, General Manager
Services: Proc AppSW
Parent Company: Motorola, Inc.

Mt. Xiru
2560 9th Street, Suite 312
Berkeley, CA 94710
(414) 644-0146
Robert Kridle, President
Total Employees: 12
Services: AppSW
Private

MWL Incorporated
2659 Townsgate Road, Suite 114
Westlake Village, CA 91361
(818) 373-0150
Michael W. Lodato, President
Is Revenue FYE 12/87 (Est) : $ 0.3 m
Total Employees: 2
Services: Pfs AppSW
Private

Nantucket Corporation
12555 W. Jefferson Blvd.
Suite 300
Los Angeles, CA 90066
(213) 390-7923
Barry ReBell, President
Total Employees: 30
Services: SysSW
Private

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National Information Systems, Inc.
1190 Saratoga Ave.
San Jose, CA 95129
(408) 985-7100
Arden Scott, President
Is Revenue FYE 12/87 (Est) : $ 4.0 m
Total Employees: 38
Services: AppSW SysSW
Private

National Language Products
1786 5th Street
Berkeley, CA
(415) 841-3500
Bob Bozeman, President
Total Employees: 6
Services: AppSW
Private

National Medical Computer Services
8928 Terman Court
San Diego, CA 92121
(619) 566-5800
Carl Melcker, President
Total Revenue FYE 01/87 (Est) : $ 25.0 m
Is Revenue : $ 25.0 m
Total Employees: 300
Services: Pfs Tky
Parent Company: Reynolds & Reynolds Company (The)

Natural Language Incorporated
1802 Fifth Street
Berkeley, CA 94710
(415) 841-3500
Tania Amochaev, CEO
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 30
Services: SysSW
Private

NCA Corporation
3250 Jay Street
SUNNYVALE, CA 94082
Santa Clara, CA 95054
(408) 986-1800
John C. Cavalier, President
Total Revenue FYE 12/86 : $ 20.8 m
Is Revenue : $ 18.7 m
Total Employees: 163
Services: AppSW

Network Equipment Technologies, Inc.
400 Penoblot Drive
Redwood City, CA 94063
(415) 366-4400
Bruce D. Smith, President and CEO
Total Revenue (Est) : $ 90.6 m
Total Employees: 850
Public

Network Innovations Corporation
20863 Stevens Creek Blvd.
Cupertino, CA 95014
(408) 257-6800
Jim Groff, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.9 m
Total Employees: 17
Services: AppSW
Private

Network Research Corporation
Santa Monica, CA
Private

Network Software Associates, Inc.
22982 Mill Creek
Laguna Hills, CA 92653
(714) 768-4013
Issac Kong, President
Is Revenue FYE 03/87 (Est) : $ 3.1 m
Total Employees: 40
Services: Network SysSW
Private

New Generation Software, Inc.
1010 Hurley Way
Suite 195
Sacramento, CA 95825
(916) 920-2200
Albert Hartung, President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 40
Services: AppSW SysSW
Private

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New Source
3008 Ridgemont Dr.
San Jose, CA 95127
(408) 727-2200
Bill Moore, President
Private

New Venture/Ketchum Communications
250 Sobrante Way
Sunnyvale, CA 94086
(408) 737-7070
Rob Campbell, President
Total Employees: 13
Services: AppSW
Private

NEXT, Inc.
3475 Deer Creek Road
Palo Alto, CA 94304
(415) 424-0200
Steven Jobs, President
Private

NFP Management Systems
312 Mullet Court
Foster City, CA 94404
(415) 574-3230
Chris Castro, President
Is Revenue FYE 03/87 : $ 0.1 m
Total Employees: 1
Services: AppSW Tky
Private

Nichols & Company, Inc.
5839 Green Valley Circle, Suite 104
Culver City, CA 90230
(213) 670-6400
John F. Nichols, President
Is Revenue FYE 12/87 (Est) : $ 1.2 m
Total Employees: 20
Services: AppSW
Private

North Bay Systems, Inc.
1623 Bridgeway, Suite 100
Sausalito, CA 94965
(415) 331-3664
Thomas Anderson, President
Total Employees: 8
Services: AppSW
Private

Norton-Lambert Corp.
P.O. Box 4085
Santa Barbara, CA 93140
(805) 687-8896
Richard DeMornay, Director of Marketing/Sales
Total Employees: 100
Services: SysSW
Private

Novell, Inc./Communications Products Division
890-892 Ross Drive
Sunnyvale, CA 94089
(415) 969-1999
Louis Cole, President
Total Employees: 75
Private

OCTAL Inc.
450 East Middlefield Rd.
Mountain View, CA 94043
(415) 962-8080
Ralph H. Guditz, President
Total Employees: 15
Services: Proc AppSW
Private

Octel Communications Corporation
890 Tasman Drive
San Jose, CA 95035-7439
(408) 942-6700
Robert Cohn, President
Total Revenue FYE 06/86 (Est) : $ 10.0 m
Is Revenue (Est) : $ 10.0 m
Total Employees: 150
Services: Tky
Private

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Omnigate, Inc.
139 Townsend Street
Suite 203
San Francisco, CA 94107
(415) 781-6464
Dwight Holmberg
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 6
Services: AppSW
Private

Omnisoft Technologies
Mill Valley, CA
Private

One Point
2835 Mitchell Drive
Walnut Creek, CA 94598
(415) 947-0850
Patrick J. Burns
Total Revenue FYE 12/84 : $ 11.4 m
Is Revenue : $ 5.7 m
Total Employees: 73
Private

On-Line Business Systems, Inc.
115 Sansome Street
San Francisco, CA 94104
(415) 391-9555
Jeffrey D. Stein, President
Is Revenue FYE 10/87 : $ 17.0 m
Total Employees: 185
Services: Pfs Proc SysSW
Private

Online Computer Systems, Inc.
660 Newport Center Dr., Suite 1120
Newport Beach, CA 92660
(714) 644-1801
Ray Wells, President
Private
Parent Company: Reed International PLC

Operations Control Systems, Inc.
560 San Antonio Road
Palo Alto, CA 94306
(415) 493-4122
Gary Leight, President
Total Revenue FYE 12/86 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 35
Services: Pfs AppSW
Private

COMPANY
IF ADD1 IF ADD2 CITY, STATE
ZIP
IF PHONE IF CEO IF
CORPREV > 0 IF YEAREND IF
CORPREV > 0 IF CORPREV > 0 IF
CSREV > 0 IF CORPREV = 0 IF
CSREV > 0 IF CSREV > 0 IF TOTEM
> 0 IF SERVICES IF TYPEOWN =
"PRI" IF TYPEOWN = "PUB" IF
PARENT
Opticom Corporation
6895 Via Del Oro
San Jose, CA 95119
(408) 281-6069
John Pistacchi, President
Total Revenue FYE 12/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 10
Services: Pfs AppSW
Private

Optimal Computer Solutions
6895 Via Del Oro
San Jose, CA 95119
(408) 281-6069
John Pistacchi, President
Total Revenue : $ 0.8 m
Is Revenue : $ 0.8 m
Total Employees: 10
Services: Pfs Proc AppSW Tky
Private

Oracle Corporation
20 Davis Drive
Belmont, CA 94002
(415) 598-8000
Lawrence J. Ellison
Is Revenue FYE 05/87 : $ 93.4 m
Total Employees: 1072
Services: Pfs AppSW SysSW
Public

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Oracle Systems Corporation
20 Davis Drive
Belmont, CA 94002
(415) 598-8000
Lawrence J. Ellison, President
Public

Orion Group, Ltd. (The)
1995 University Ave., Ste. 350
Berkeley, CA 94704
(415) 548-0947
Paul Rampel, President
Is Revenue FYE 01/87 (Est) : $ 5.1 m
Total Employees: 34
Services: Network
Private

Ortho Information Services
575 Market Street
San Francisco, CA 94105
(415) 894-0277
Services: AppSW
Private

PAC Corporation
1617 St. Mark's Plaza
Suite A
Stockton, CA 95207
(209) 951-8697
Michael Van Derworp, President
Total Revenue FYE 12/86 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 45
Services: Tky
Private

Pacer Software, Inc.
1227 Pearl Street
La Jolla, CA 92037
(619) 454-0565
Garth Corboy, President
Total Revenue FYE 02/85 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 15
Services: Pfs AppSW
Private

Pacific Computer Systems
15412 Electronic Lane
Huntington Beach, CA 92649
(213) 598-0421
Tim Jensen, President
Is Revenue FYE 03/87 : $ 1.3 m
Total Employees: 35
Services: Proc
Private

Pacific Decision Sciences Corporation
5757 Wilshire Blvd
Suite 360
Los Angeles, CA 90036
(213) 931-1133
Hark M. Vasa, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Services: Pfs Tky
Private

Pacific-Sierra Research Corporation
12340 Santa Monica Blvd.
Los Angeles, CA 90025
(213) 820-2200
Parent Company: Eaton Corporation

Pacific Western Bancshares
333 West Santa Clara Street
San Jose, CA 95113
(408) 244-1700
Private

Pacific Western Information Systems
1245 S. Winchester Blvd., Suite 303
Suite 303
San Jose, CA 95128
(408) 246-4762
Gwen Spertell, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Total Employees: 35
Services: AppSW SysInt Tky
Parent Company: Pacific Western Bancshares

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Panatec
11450 Markeon Drive
Garden Grove, CA 92641
(714) 895-3855
Bob Jones, CEO
Total Revenue : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 30
Services: Pfs AppSW Tky
Public

Paperback Software International
2830 9th Street
Berkeley, CA 94710
(415) 644-2116
Adam Osborne, Chairman
Total Revenue FYE 12/86 (Est) : $ 3.5 m
Is Revenue (Est) : $ 3.5 m
Total Employees: 35
Services: AppSW
Private

Paragon Technology Corporation
PO Box 5569
Wallnut Creek, CA 94596
(415) 676-4741
Philip J. Morego, President
Total Employees: 40
Services: Tky
Private

ParaMis, Inc.
17711 Mitchell North
Irvine, CA 92714
(714) 863-0628
Rodman J. Williams, President
Total Employees: 14
Services: Pfs
Private

Pay-Fone Systems, Inc.
8100 Balboa Boulevard
Van Nuys, CA 91406
(818) 997-0808
Guy Lundburg, President
Is Revenue FYE 06/87 : $ 6.5 m
Total Employees: 86
Services: Proc
Public

Payroll Company, Inc. (The)
One Division St.
San Francisco, CA 94103
(415) 621-2121
Russell Holdstein, President
Total Revenue FYE 09/86 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 50
Services: Proc
Private

PBL Associates
10 Cottage Avenue
Point Richmond, CA 94801
(415) 234-4338
C. Paul Buist III, President
Is Revenue FYE 01/87 : $ 2.3 m
Total Employees: 37
Services: AppSW
Private

PC + Products
175 McCarthy Boulevard
Milpitas, CA 95035
(408) 945-8711
Private

PC World Communications Inc.
555 DeHaro Street
San Francisco, CA 94107
(415) 861-3861
Private

PDA Engineering
2975 Red Hills Avenue
Costa Mesa, CA 92626
(714) 540-8900
John E. McDonald, President
Total Revenue FYE 06/86 : $ 17.4 m
Is Revenue : $ 9.5 m
Total Employees: 126
Services: Pfs Proc AppSW
Public

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Peregrine Systems, Inc.
15530 Rockfield Blvd., Building C
Irvine, CA 92718
(714) 855-3923
Chris Cole, President
Total Revenue FYE 03/86 : $ 1.5 m
Is Revenue : $ 1.4 m
Total Employees: 25
Services: Pfs AppSW
Private

Personal CAD Systems, Inc.
1290 Parkmoor Ave.
San Jose, CA 95126
(408) 971-1300
Doug Stone, President
Is Revenue FYE 12/87 (Est) : $ 19.5 m
Total Employees: 85
Services: AppSW
Private

Pertaine Systems, Inc.
805 Veterans Blvd., Suite 110
Redwood City, CA 94063
(415) 367-9827
Normand Fontaine, President
Total Revenue FYE 02/86 : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 30
Services: Pfs AppSW
Private

Pertmaster International, Inc.
3235 Kifer Road
Santa Clara, CA 95051
(408) 736-6800
Charles Jordon, President
Private

Peter R. Johnson + Associates, Inc.
500 Drake's Landing Road
Greenbrae, CA 94904
(415) 461-3459
Peter R. Johnson, President
Total Employees: 200
Services: Pfs AppSW
Private

Phase One Systems, Inc.
2950 Merced Street, Suite 101
San Leandro, CA 94577
(415) 895-0832
Ron Gibbs, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 5
Services: SysSW
Private

Phaser Systems, Inc.
353 Sacramento Street
San Francisco, CA 94111
(415) 434-3990
John Muller, President
Total Employees: 8
Private

Phoenix Computer Corp.
222 N. Sepulveda Blvd., Suite 1210
El Segundo, CA 90245
(213) 416-9040
James W. Miles, President
Total Revenue FYE 01/85 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 40
Services: AppSW
Private

Phoenix Software, Inc.
5933 West Century Blvd.
Suite 1200
Los Angeles, CA 90045
(213) 338-0400
Anna Jones, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 10
Services: Pfs SysSW
Private

Pick Systems
16191 Browning
Irvine, CA 92714
(714) 261-7425
Richard Pick, President
Total Employees: 40
Services: SysSW
Private

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Planning Control International, Inc.
4400 MacArthen Blvd., Suite 800
Newport Beach, CA 92660
(714) 476-1020
Michael Sippie, President
Total Revenue FYE 12/86 (Est) : $ 0.4 m
Is Revenue (Est) : $ 0.4 m
Total Employees: 50
Services: AppSW Tky
Private

PMB Systems Engineering Inc.
500 Sansome St., Suite 400
San Francisco, CA 94111
(415) 986-4166
Ed Rivera, Bus. Div. Mgr.
Is Revenue FYE 12/87 : $ 3.0 m
Total Employees: 55
Services: Pfs
Private

PMS Systems Corporation
2800 28th Street
Suite 109
Santa Monica, CA 90405
(213) 450-1452
Phillip Chase, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.1 m
Total Employees: 21
Services: Pfs AppSW
Private

Point 4 Data Corporation
15442 Del Amo Avenue
Tustin, CA 92680
(714) 838-2225
William F. Rigby, President
Total Employees: 200
Services: AppSW Tky
Private

Premier Systems Inc.
2424 6th Street
Suite 100
Berkeley, CA 94710
(415) 849-3311
Paul Farr, President
Is Revenue FYE 06/87 : $ 1.2 m
Total Employees: 11
Services: SysSW
Private

Presentation Technologies, Inc.
743 North Pastoria Ave.
Sunnyvale, CA 94086
(408) 749-1959
Robert T. Wall, CEO
Total Employees: 60
Private

Pro Computer Sciences Inc.
P.O. Box 30770
Laguna Hills, CA 92654-0770
(714) 472-0250
Sushil Garg, President
Total Revenue FYE 12/86 (Est) : $ 7.5 m
Is Revenue (Est) : $ 7.5 m
Total Employees: 90
Services: AppSW
Private

Procyon Computer Systems
31255 Cedar Valley Drive, Suite 300
West Lake Village, CA 91362
(213) 328-9655
Mike Wakshull, President
Is Revenue FYE 03/87 : $ 0.4 m
Total Employees: 3
Services: AppSW Tky
Private

Professional Hospital Services
12960 Coral Tree Place
Los Angeles, CA 90066
(213) 821-2323
Revell B. Lamprecht, President
Total Employees: 300
Services: Proc
Parent Company: American Medical International, Inc.

Profimatics, Inc.
77 Rolling Oaks Drive
Thousand Oaks, CA 91361
(805) 496-6661
Roger O. Pelham, President
Total Revenue : $ 3.0 m
Is Revenue : $ 1.6 m
Total Employees: 30
Services: Pfs AppSW
Public
Parent Company: Scientific Systems Services,

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Pro-IV
4000 MacArther Blvd.
Newport Beach, CA 92660
(714) 250-1000
Sushil Garg
Is Revenue FYE 12/87 : $ 6.5 m
Total Employees: 37
Services: AppSW
Private

Projectronix, Inc.
3235 Kifer Road
Santa Clara, CA 95051
(408) 736-6800
Charles Jordon, President
Private

Promod, Inc.
23685 Birtcher Drive
Lake Forest, CA 92630
(714) 855-3046
Pete Craig, President
Is Revenue FYE 01/87 : $ 7.6 m
Total Employees: 60
Services: Tky
Private

Proprietary Computer Systems
16625 Saticoy Street
Van Nuys, CA 91406
(818) 781-8221
Bill Barancik, President
Total Revenue FYE 04/83 : $ 23.0 m
Total Employees: 270
Private

Proprietary Software Systems, Inc.
429 Santa Monica Blvd.
Suite 430
Santa Monica, CA 90401
(213) 394-5233
Joel Fleiss, President
Is Revenue FYE 06/87 : $ 4.5 m
Total Employees: 22
Services: SysSW
Private

Proto Systems
1238 Josephine St.
Berkeley, CA 94703
(415) 420-9579
Everett Harvey, CEO
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 2
Private

PSI - MED
3303 Harbor Blvd.
Suite J1
Costa Mesa, CA 92626
(714) 979-7653
Vansel Johnson, President
Total Revenue : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 13
Services: Pfs Proc AppSW
Private

Psycomp Selfheld Software
P.O. Box 994
Woodland Hills, CA 91367
(213) 992-4884
Private

Pyramid Data, Ltd.
P.O. Box 10116
Santa Ana, CA 92711
(714) 639-1527
Services: AppSW
Private

Qronos Technology Inc.
2953 Bunker Hill Lane
Santa Clara, CA 95054
(408) 982-8700
Maria S. Ligeti, Chairman, President and CEO
Total Employees: 100
Services: AppSW
Private

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Quadrex Corporation
1700 Dell Ave.
Campbell, CA 95008
(408) 866-4510
Is Revenue FYE 01/87 : $ 4.6 m
Total Employees: 600
Services: Pfs Tky
Private

Quintus Computer Systems, Inc.
1310 Villa Street
Mountain View, CA 94041
(415) 965-7700
Elliott D. James, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 42
Services: SysSW
Private

Quotron Systems, Inc.
5454 Beethoven St.
Los Angeles, CA 90066
(213) 827-4600
J. David Hahn
Is Revenue FYE 12/87 : $ 286.0 m
Total Employees: 2200
Services: Network Pfs
Parent Company: Citicorp

R01-Teknekron Financial Systems
2001 Center St.
Berkeley, CA 94704
(415) 548-8572
E. Burns, President
Is Revenue FYE 12/87 : $ 33.8 m
Total Employees: 400
Services: SysInt Tky
Private

Radford Associates, Inc.
4800 Great America Parkway, Suite 400
Santa Clara, CA 95054
(408) 727-8682
John Radford, President
Total Employees: 35
Services: Pfs Proc AppSW
Private

Rand Information Systems, Inc.
1201 Harbor Bay Pkwy.
Alameda, CA 94501
(415) 769-5800
F. Richard Sleavin, President
Is Revenue FYE 02/87 : $ 7.0 m
Total Employees: 60
Services: Pfs Proc SysSW
Public

Rational
1501 Salado Drive
Mountain View, CA 94043
(415) 940-4770
Levy Paul, President
Total Employees: 110
Private

Real-Comp, Inc.
P.O. Box 1263
Cupertino, CA 95015
(408) 996-1160
Private

Real-Time Computer Science Corporation
1390 Flynn Rd.
Camarillo, CA 93010
(805) 987-9781
Dave Baker, President
Total Employees: 10
Services: AppSW
Private

Realty Automation Inc.
2539 Saleroso Dr.
Rowland Heights, CA 91748
(818) 913-1244
Robert Maxwell, President
Total Employees: 5
Services: AppSW
Private

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Republic Service Bureau Inc.
19110 Van Ness Avenue
Torrance, CA 90501
(213) 533-0211
Jerome A. Sorkin, President
Is Revenue FYE 10/87 : $ 6.0 m
Total Employees: 100
Services: Proc
Private

Retail Solutions
1227 Innsbruck Drive
Sunnyvale, CA 94089
(408) 734-0653
Is Revenue FYE 01/87 : $ 5.2 m
Total Employees: 50
Services: AppSW
Private

RIX Softworks Inc.
18552 MacArthur Blvd.,
Suite 375
Irvine, CA 92715
(714) 476-8266
Richard Brownback
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 10
Services: AppSW
Private

Robert L. Cloud Associates, Inc.
125 University Ave.
Berkeley, CA 94710
(415) 841-9296
Robert L. Cloud, President
Private

Robin and Dackerman
8484 Wilshire Boulevard, Suite 600
Beverly Hills, CA 90211-3214
(213) 655-2000
Jerry Dackerman, President
Total Revenue FYE 12/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 35
Services: Pfs
Private

ROH
3456 Camino DelRio North
San Diego, CA 92108
(619) 280-8100
Private

Ross Systems, Inc.
1860 Embarcadero Road
Palo Alto, CA 94303
(415) 856-1100
Richard Giordanella, President
Is Revenue FYE 06/87 : $ 15.5 m
Total Employees: 145
Services: Pfs AppSW
Private

Russell Information Sciences
26552 Wild View Terrace
Laguna Hills, CA 92653
(714) 831-8656
Richard H. Russell
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Ryan-McFarland Corporation
609 Deep Valley Drive
Rolling Hills Estates, CA 90274
(213) 541-4828
Don Ryan, President
Total Revenue FYE 12/86 (Est) : $ 8.5 m
Is Revenue (Est) : $ 8.5 m
Total Employees: 85
Services: Pfs AppSW
Private

SAFECO Title Insurance
13640 Roscoe Blvd.
Panorama City, CA 91409
(818) 781-3650
Warren J. Eljenholm, President
Private

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Santa Cruz Operation, Inc.
400 Encinal Street
Santa Cruz, CA 95060
(408) 425-7222
Larry Michaels, President
Is Revenue FYE 10/87 : $ 31.3 m
Total Employees: 600
Services: Network AppSW SysSW SysInt
Private

Santiago Data Systems, Inc.
1820 Orangewood Ave.,Suite 110
Orange, CA 92668
(714) 634-3005
Thomas Banks, President
Total Revenue FYE 12/85 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 21
Services: AppSW
Private

Sapiens Software
P.O. Box 7720
Santa Cruz, CA 95061-7720
Catherine Kelley, President
Total Revenue (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 8
Services: AppSW
Private

Saratoga Data Services
1960 Concorse Drive
San Jose, CA 95131
(408) 263-4033
Jim Lahodny, President
Total Employees: 25
Services: Proc
Private

Saztec International, Inc.
27520 Hawthorne Blvd., Suite 170
Rolling Hills Estates, CA 90274
(213) 544-0337
Thomas L. Reed, CEO
Is Revenue FYE 06/87 : $ 5.7 m
Total Employees: 250
Services: Pfs Proc AppSW Tky
Public

SBT Corporation
One Harbor Drive
Sausalito, CA 94965
(415) 331-9900
Robert Davies, President/Founder
Total Revenue FYE 01/87 (Est) : $ 10.5 m
Total Employees: 100
Services: AppSW
Private

Schuchardt Software Systems, Inc.
515 Northgate Drive
PO Box 13778
San Rafael, CA 94913
(415) 492-9330
Frederick Schuchardt, President
Total Revenue : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 5
Services: AppSW
Private

Science Applications International Corp.
10260 Campus Point Dr.
San Diego, CA 92121
(619) 546-6000
Dr. J.R. Beyster, President
Is Revenue FYE 01/87 : $ 180.0 m
Total Employees: 8665
Services: Pfs Proc AppSW SysSW SysInt Tky
Private

Science Dynamics Corp.
2140 West 190th Street
Torrance, CA 90504
(213) 320-1101
Lyndon A. Keele
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 85
Services: Tky
Private

S-Cubed
P.O. Box 1620
La Jolla, CA 92038
(619) 453-0060
Donald Grine, Division Manager
Is Revenue FYE 07/87 : $ 1.0 m
Total Employees: 250
Services: AppSW SysSW
Parent Company: Maxwell Laboratories

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SDI
1700 South El Camino Real
P.O. Box 5801
San Mateo, CA 94402
(415) 572-1200
Victor Persico, President
Total Revenue FYE 01/87 (Est) : $ 10.0 m
Is Revenue (Est) : $ 10.0 m
Total Employees: 75
Services: AppSW
Private

Security Pacific Corporation
333 South Hope Street
Los Angeles, CA 90071
(213) 613-6211
Public

Security Pacific Information Services
10174 Old Grove Road
San Diego, CA 92131
(619) 530-9214
Parent Company: Security Pacific Corporation

Sensible Designs
5095 Murphy Canyon Road, #200
San Diego, CA 92123
(619) 268-0123
Hank Lautenback, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 4
Services: AppSW
Private

Sierra On-Line, Inc.
Sierra On-Line Bldg.
P. O. Box 485
Coarsegold, CA 93614
(209) 683-4468
Richard Cavin, President
Is Revenue FYE 12/87 : $ 13.2 m
Total Employees: 144
Services: AppSW
Private

Sigma Systems, Inc.
1508 Cotner Avenue
Los Angeles, CA 90025
(213) 477-1421
Steve Champagne, President
Is Revenue FYE 07/87 : $ 1.0 m
Total Employees: 16
Services: AppSW
Private

Signal Technology, Inc.
5951 Encina Road
Goleta, CA 93117
(805) 683-3771
John Markel, President
Total Revenue FYE 09/86 (Est) : $ 8.0 m
Is Revenue (Est) : $ 8.0 m
Total Employees: 100
Services: AppSW
Private

Silicon Graphics
2011 North Shoreline Blvd.
Mountain View, CA 94043
(415) 960-1980
Ed McCracken, President
Is Revenue FYE 06/87 : $ 117.0 m
Total Employees: 1200
Services: Tky
Public

Silvar-Lisco
1080 Marsh Road
Menlo Park, CA 94025
(415) 324-0700
Paul Seckendorf, President
Is Revenue FYE 04/87 : $ 13.0 m
Total Employees: 140
Services: AppSW
Public

Simpact Associates, Inc.
9210 Sky Park Court
San Diego, CA 92123
(619) 565-1865
Bill Doll, President
Is Revenue FYE 03/87 : $ 11.6 m
Total Employees: 180
Services: Pfs
Private

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SoftAd Group (The)
207 2nd Street
Sausalito, CA 94965
(415) 332-4704
Paula George, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 20
Services: AppSW
Private

Softkat
15015 Oxnard Street
Van Nuys, CA 91411
(213) 781-5280
Private

Softlab Inc.
188 The Embarcadero
Bayside Plaza
San Francisco, CA 94105
(415) 957-9175
Bob Coolidge, President
Total Revenue FYE 09/88 : $ 2.2 m
Is Revenue : $ 2.2 m
Total Employees: 29
Services: SysSW
Parent Company: Softlab GmbH

Softool Corporation
340 South Kellogg Ave.
Goleta, CA 93117
(805) 683-5777
Leon Presser, President
Private

Soft Pro Systems, Inc.
3718 MacDonald Ave.
Richmond, CA 94805
(415) 234-5440
Dr. Richard Hsiao, President
Public

Softsmith Corporation
1431 Doolittle Drive
San Leandro, CA 94577
(415) 487-5900
Private

Software Academy, Inc.
9574 Lamar St.
Spring Valley, CA 92077-2809
(619) 464-2500
Dr. A. Pirouzan, President
Total Revenue FYE 09/85 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 6
Services: Pfs Proc AppSW Tky
Public

Software Alliance Corporation
2100 Milvia St.
Berkeley, CA 94704
(415) 548-7752
Jon T. Blankmeter, President
Is Revenue FYE 12/87 (Est) : $ 17.0 m
Total Employees: 100
Services: Pfs AppSW SysInt
Private
Parent Company: Teknekron Industries

Software Factory (The)
131 E. Hamilton Ave.
Campbell, CA 95008
(408) 374-4114
Roger Brown, President
Total Revenue FYE 06/85 : $ 0.3 m
Total Employees: 9
Services: Pfs Proc AppSW Tky
Private

Software Ireland Representatives, Inc.
27665 Forbes Road
Laguna Niguel, CA 92677
(714) 582-0233
Services: AppSW
Private

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Software Publishing Corporation
1901 Landings Drive
Mountain View, CA 94039
(415) 962-8910
Fred M. Gibbons, President
Is Revenue FYE 09/87 : $ 39.5 m
Total Employees: 206
Services: AppSW
Public

Software Pursuits, Inc.
1420 Harper Bay Parkway, #200
Alameda, CA 94501
(415) 769-4900
Larry Salveson, President
Is Revenue FYE 10/87 : $ 3.0 m
Total Employees: 35
Services: SysSW
Private

Software Research
625 Third Street, 4th Floor
San Francisco, CA 94107-1997
(415) 957-1441
Dr. Edward F. Miller,Jr., President
Is Revenue FYE 03/87 : $ 1.0 m
Total Employees: 15
Services: Pfs SysSW
Private

Software Techniques, Inc.
6600 Katella Avenue
Cypress, CA 90630
(714) 895-1633
Rick Scherle, President
Total Employees: 15
Private

Softyme, Inc.
PO Box 509
San Francisco, CA 94101
(415) 543-4600
Ed Satizahn, President
Total Employees: 25
Services: AppSW
Private

Solutionware Corporation
1283 Mtn. View-Alviso Rd., Suite B
Sunnyvale, CA 94089
(408) 745-7818
Jon Perro
Is Revenue FYE 01/87 : $ 1.6 m
Total Employees: 13
Services: AppSW
Private

Source-2
3920 Freedom Circle
Santa Clara, CA 95050
(408) 727-2200
Robert Solomon, President
Private

Speech Plus, Inc.
640 Clyde Court
P.O. Box 7461
Mountain View, CA 94039
(415) 964-7023
Peter Lloyd, President + CEO
Total Revenue FYE 01/87 (Est) : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 40
Services: AppSW
Private

Speech Systems, Inc.
18356 Oxnard Street
Tarzana, CA 91356
(213) 881-0885
William S. Meisel, President
Total Employees: 35
Private

SRW Computer Components
18385 Bandilier Circle
Fountain Valley, CA 92708
(714) 963-5500
Private

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Star Software Systems
367 Van Ness Way
Torrance, CA 90501
(213) 533-1190
Bill Webster, President
Is Revenue FYE 11/87 : $ 3.9 m
Total Employees: 29
Services: AppSW
Private

Stone & Associates
7910 Ivanhoe Ave., Suite 319
La Jolla, CA 92037
(619) 459-9173
Viveca Stone, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 18
Services: AppSW
Private

Structural Measurement Systems, Inc.
651 River Oaks Parkway
San Jose, CA 95134
(408) 263-2200
Mark Richardson, President
Total Employees: 40
Services: Pfs AppSW
Private

Subscriber Computing, Inc.
17151 Newhope St., Suite 210
Fountain Valley, CA 92708
(714) 662-5876
Martin Cooper, Chairman
Total Employees: 8
Services: AppSW Tky
Parent Company: Dyna, Inc.

Sun Microsystems, Inc.
2550 Garcia Avenue
Mountain View, CA 94043
(415) 960 1300
Scott McNealy
Total Revenue FYE / : $ 537.0 m
Public

Sybase, Inc.
2910 7th Street
Berkeley, CA 94710
(415) 548-4500
Mark Hoffmann, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 200
Services: SysSW
Private

Sybex, Inc.
2344 Sixth Street
Berkeley, CA 94710
(415) 848-8233
Private

Symantec Corporation
10201 Torre Ave.
Cupertino, CA 95014
(408) 253-9600
Gordon Eubanks, President
Is Revenue FYE 12/87 : $ 25.0 m
Total Employees: 157
Services: Network AppSW SysSW
Private

Symmetric Software
2005 Balboa Blvd., Suite 256
Newport Beach, CA
(714) 632-0823
Private

Symmitar Systems, Inc.
9968 Hibert St., Suite 202
San Diego, CA 92131
(619) 271-0946
Mr. Manny Prupes, President
Total Revenue FYE 12/86 : $ 2.2 m
Is Revenue : $ 2.2 m
Total Employees: 8
Services: AppSW Tky
Private

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Syntelligence, Inc.
1000 Hamlin Court
Sunnyvale, CA 94088
(408) 745-6666
Sheldon Breiner, President
Total Revenue FYE 12/86 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 100
Services: Pfs
Private

Sysorex International, Inc.
335 E. Middlefield Road
Mountain View, CA 94043
(415) 967-2200
Abdus Salam Qureishi, President
Is Revenue FYE 09/87 : $ 25.0 m
Total Employees: 100
Services: SysInt
Private

Systar Corporation
1762 Technology Dr., Suite 208
San Jose, CA 95110
(408) 923-3336
David Retz, President
Total Revenue : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 24
Private

System Integrators, Inc.
4111 North Freeway Blvd.
P.O. Box 13626
Sacramento, CA 95853
(916) 929-9481
James P. Lennane, President
Is Revenue FYE 09/87 : $ 32.0 m
Total Employees: 526
Services: Tky
Public

Systems Control, Inc.
1801 Page Mill Rd.
P.O. Box 10025
Palo Alto, CA 94304
(415) 494-1165
F. R. Miller, President
Total Revenue FYE 12/87 (Est) : $ 50.4 m
Is Revenue : $ 50.4 m
Total Employees: 550
Services: Proc SysInt
Parent Company: Scicon Corporation

Systems Plus, Inc.
500 Clyde Avenue
Mountain View, CA 94043
(415) 969-7047
Total Revenue FYE 01/86 : $ 3.0 m
Is Revenue : $ 3.0 m
Services: AppSW
Private

Systems & Software
3303 Harbor Blvd., Suite C-11
Costa Mesa, CA 92626
(714) 241-8650
Paul Chien, President
Is Revenue FYE 06/87 : $ 0.8 m
Total Employees: 7
Services: AppSW
Private

System Vision Corporation
P.O. Box 281166
San Fransisco, CA 94128
(415) 697-3861
Virginia Tormey
Total Employees: 5
Private

Systonetics, Inc.
1561 E. Orangethorne Avenue
Fullerton, CA 92631
(714) 680-0910
Allena Lu, President
Is Revenue FYE 03/87 : $ 9.0 m
Total Employees: 37
Services: AppSW
Public

Tandem Computers Incorporated
19333 Vallco Parkway
Cupertino, CA 95014
(408) 725-6000
Mr. James G. Treybig
Is Revenue FYE 01/87 : $ 43.0 m
Total Employees: 8200
Services: SysSW
Public

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Technicall
390 Bridge Parkway, Suite 101
Redwood City, CA 94065
(414) 595-3341
David Andrews, President
Total Employees: 25
Private

Teknowledge, Inc.
1850 Embarcadero Road
P.O. Box 10119
Palo Alto, CA 94303
(415) 424-0500
Peter E. Weber
Is Revenue FYE 06/87 : $ 20.0 m
Total Employees: 150
Services: Pfs AppSW
Public

Telecredit, Inc.
1901 Avenue of the Stars
Los Angeles, CA 90067
(213) 277-4061
Lee A. Ault III, President
Is Revenue FYE 04/87 : $ 139.7 m
Services: Proc
Public

Telesoft
10634 Roselle Street
San Diego, CA 92121
(619) 457-2700
Amnon Ben-Yehuda, President
Total Revenue FYE 04/84 (Est) : $ 7.0 m
Is Revenue (Est) : $ 7.0 m
Total Employees: 110
Services: Pfs
Private

Telos Corporation
3420 Ocean Park Boulevard
Santa Monica, CA 90405
(213) 450-2424
Howard Metcalfe, President
Is Revenue FYE 12/87 : $ 75.0 m
Total Employees: 1616
Services: Pfs SysInt
Public

Template Graphics Software
9685 Scranton Road
San Diego, CA 92121
(619) 457-5359
Robert Bruns
Total Revenue FYE 12/88 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 40
Services: AppSW
Public
Parent Company: United Telecommunications, Inc.

TENERA, L.P.
1995 University Avenue
Berkeley, CA 94704
(415) 845-5200
Donald Davis, President
Total Revenue FYE 12/87 : $ 35.2 m
Is Revenue : $ 4.8 m
Total Employees: 155
Services: Pfs
Public

Teradata Corporation
12945 Jefferson Blvd.
Los Angeles, CA 90066
(213) 827-8777
Kenneth W. Simmonds, President
Is Revenue FYE 06/87 (Est) : $ 59.3 m
Services: Tky
Public

Tesseract Corporation
15 Spear Street
San Francisco, CA 94105
(415) 543-9320
Williams Marvin, Vice President Marketing
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Total Employees: 275
Services: Pfs AppSW
Parent Company: Prudential Insurance Company (The)

Theos Software Corporation
1777 Botelho Drive
Suite 360
Walnut Creek, CA 94596
(415) 935-1118
Timothy Williams
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 150
Services: SysSW

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Thomas Beck, Inc.
P.O. Box 786
Sausalito, CA 94966
(415) 331-1555
Total Revenue (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 4
Services: Pfs
Private

Three Brothers
650 Second Street
San Francisco, CA 94105
(415) 397-2400
Private

Three D Graphics
860 Via de la Paz
Pacific Palisades, CA
(213) 459-7949
E. Easton, President
Total Revenue FYE 12/85 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 10
Services: AppSW
Private

Titan Corporation (The)
9191 Towne Center Dr., Suite 600
San Diego, CA 92122
(619) 453-9592
Private

T/Maker Company
1390 Villa Street
Mountain View, CA 94041
(415) 962-0195
J. A. Heidi Roizen, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 100.0 m
Total Employees: 15
Services: AppSW
Private

Tone Software Corporation
1735 South Brookhurst Street
Anaheim, CA 92804
(714) 991-9460
Jerry Slater, President
Total Revenue FYE 06/83 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 15
Private

Tower Systems International
2220 Fairview Road
Costa Mesa, CA 92627
(714) 650-4900
J. Gregory Siemon, President
Is Revenue FYE 12/87 : $ 4.5 m
Total Employees: 48
Services: SysSW
Private

Training Company (The)
657 Mission Street, Suite 500
San Francisco, CA 94105
(415) 986-1121
Lance Dublin, President
Total Revenue : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Services: Pfs Proc AppSW
Parent Company: Dublin Group (The)

Transend Corporation
The Willage Way, 884 Portolo Dr.
Portola Valley, CA 94055
(415) 851-3402
Fred Krefetz, President
Total Employees: 25
Private

TransTechnology Corp.
15303 Venture Blvd.
Sherman Oaks, CA 91403
(818) 990-5920
Dan McBride

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Trax Softworks Incorporated
10801 National Blvd.
Los Angeles, CA 90064-4126
(213) 475-8729
Tom Cox, CEO
Is Revenue FYE 01/87 : $ 1.8 m
Total Employees: 24
Services: AppSW
Private

TRIADIGM International
345 California Street
Suite 1220
San Francisco, CA 94104
(415) 984-5777
Private

Triad Systems Corporation
3055 Triad Dr.
Livermore, CA 94550
(415) 449-0606
James R. Porter, President
Is Revenue FYE 09/87 : $ 82.8 m
Total Employees: 1365
Services: Network Pfs Tky
Public

TRT Telecommunication Corporation
1875 South Grant
Suite 750
San Mateo, CA 94402
(415) 349-4600
Services: Network SysSW
Private

Trutec Software
1700 Solano Avenue
Berkeley, CA 94709
(415) 525-4901
Private

TRW Information Services
505 City Parkway West
Orange, CA 92668
(714) 385-7000
Edward F. Freeman, Vice-President
Total Revenue FYE 12/87 : $ 141.0 m
Is Revenue : $ 141.0 m
Total Employees: 1800
Services: Network
Parent Company: TRW, Inc.

TRW System Engineering & Division Development
1 Spare Park
Redondo Beach, CA 90278
(213) 535-4321
Philip N. Papaccio, Vice President
Total Revenue FYE 12/86 (Est) : $ 192.0 m
Total Employees: 2400
Services: Pfs

Turner Hall Publishing
10201 Torre Avenue
Cupertino, CA 95014
(408) 253-9607
Thomas Byers, General Manager
Total Revenue (Est) : $ 2.0 m
Is Revenue (Est) : $ 1.8 m
Services: AppSW
Private
Parent Company: Symantec Corporation

Ungermann-Bass, Inc.
3900 Freedom Circle
Santa Clara, CA 95054
(408) 496-0111
Ralph Ungermann, President + CEO
Total Revenue FYE 01/87 (Est) : $ 143.8 m
Total Employees: 900
Services: Network

Unicorn Systems Company
3807 Wilshire Blvd.
Los Angeles, CA 90010
(213) 380-6974
Mike Scroggie, President
Total Revenue FYE 01/87 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 40
Services: Pfs SysSW
Private

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Unisoft System, Corp.
6121 Hollis St.
Emeryville, CA 94708
(415) 644-1230
Robert Ackerman, President
Total Employees: 60
Public

United Computing Systems Inc.
10564 Progress Way
Cypress, CA 90630
(714) 220-2931
Total Revenue FYE 01/84 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 19
Private

United Software Industries, Inc.
1880 Century Park East
Century Park, CA 90067
(213) 556-2211
Franklin P. Swain, President
Total Employees: 40
Private

University Software Systems
250 North Nash Street
El Segundo, CA 90245
(213) 772-0681
Robert Ewing, President
Parent Company: Agbabian Associates

Urban Decision Systems, Inc.
2040 Armacast Avenue
P.O. Box 25953
Los Angeles, CA 90025
(213) 820-8931
Vladimir V. Almendingert, President
Is Revenue FYE 04/87 : $ 4.8 m
Total Employees: 41
Services: AppSW SysSW
Private

U.S. Administrators
3540 Wilshire Blvd.
Los Angeles, CA 90010
(213) 383-1100
Geoffrey Wood, President
Is Revenue FYE 12/87 (Est) : $ 40.0 m
Total Employees: 115
Services: Proc
Public
Parent Company: Crownx, Inc. CANADA

Userware International
2235 Meyers Avenue
Escondido, CA 92025
(619) 745-6006
Bruce Hodgson, President
Total Revenue FYE 10/87 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 35
Parent Company: Pioneer Computer Group

Valid Logic Systems, Inc.
2820 Orchard Pkwy.
San Jose, CA 95134
(408) 432-9400
W. Douglas Hajjar
Is Revenue FYE 12/87 : $ 34.0 m
Total Employees: 600
Services: Tky
Private

Valisys Corporation
2050 Martin Avenue
Santa Clara, CA 95050
(408) 970-9760
John J. Clancy, CEO
Total Employees: 46
Services: AppSW
Parent Company: FMC Corporation

Vault Corporation
2192 Anchor Court, Unit C
Newbury, CA 91320
(805) 499-5978
W. Krag Brotby, President
Is Revenue FYE 01/87 : $ 1.4 m
Total Employees: 20
Services: AppSW
Private

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Verity Inc.
1550 Plymouth Street
Mountain View, CA 94043-1230
(415) 960-7600
Michael Pliner, President, Chairmain and CEO
Total Employees: 10
Services: SysSW
Private

Virtual Microsystems, Inc.
2150 Shattuck Avenue
Suite 300
Berkeley, CA 94704
(415) 841-9594
Gianluca Rattazzi, President
Total Revenue FYE 06/86 (Est) : $ 14.0 m
Total Employees: 50
Services: SysSW
Parent Company: ROSSDATA Corporation

Visa USA, Inc.
3125 Clearview Way
San Mateo, CA
(415) 570-3200
Carl T. Russell, President
Total Employees: 1007
Services: Network Pfs Tky
Private

Visionics
343 Gibraltar Drive
Sunnyvale, CA 94089
(408) 745-1551
Rein Luik, President
Total Revenue : $ 2.0 m
Is Revenue : $ 1.7 m
Total Employees: 22
Services: AppSW
Private

Visual Engineering Inc.
2150 North First St. Suite 600
San Jose, CA 95131
(408) 922-2800
Bob Glazebrook, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 10
Services: AppSW SysSW
Private

Visual Software, Inc.
3945 Freedom Circle
Suite 540
Santa Clara, CA 95054
(408) 988-7575
David West, President
Total Employees: 15
Services: SysSW
Private

VM/CMS Unlimited, Inc.
11770 Bernardo Plaza Ct.
Suite 255
San Diego, CA 92128
(619) 487-8030
Parent Company: First Alliance

Voicemail International, Inc.
2953 Bunker Hill Lane
Santa Clara, CA 95054
(408) 980-4000
Alan Rossi, President
Total Revenue FYE 01/87 (Est) : $ 4.7 m
Is Revenue : $ 4.7 m
Total Employees: 60
Services: Network Tky
Public

VRC Consulting Group
289 S. San Antonio
Los Altos, CA 94022
(415) 948-1513
Vince Ceriello
Total Employees: 12
Services: Pfs SysInt
Private

Walker Interactive Products
100 Spear Street
Suite 300
San Francisco, CA 94105
(415) 495-8811
David Brownlee, President
Is Revenue FYE 12/87 : $ 10.0 m
Total Employees: 105
Services: AppSW
Private

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Waveform
1912 Bonita Way
Berkeley, CA 94704
(415) 841-9866
Private

Wave Software
2741 Union
San Francisco, CA 94123
(415) 931-6532
Andrew Dunke, President
Is Revenue FYE 07/87 (Est) : $ 0.2 m
Total Employees: 2
Services: AppSW
Private

Western Data Systems, Inc.
22120 Clarendon St. Suite 100
Woodland Hills, CA 91367
(818) 340-4041
Richard C. Lemons, President
Total Revenue FYE 12/85 : $ 4.6 m
Total Employees: 50
Services: AppSW
Private

Westminster Software, Inc.
700 E. El Camino Real
Suite 360
Mountain View, CA 94040
(408) 736-7400
Michael Murphy, President
Total Revenue FYE 03/86 (Est) : $ 0.8 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 13
Services: Pfs
Private

White Storage & Retrieval Systems, Inc. - Systems Division
11491 Sorento Valley Road
San Diego, CA 92121
(619) 457-2320
Donald Weiss, President
Total Employees: 60
Services: SysSW
Parent Company: White Storage-Retrieval Systems, Inc.

Whittaker Corporation
10880 Wilshire Blvd.
Los Angeles, CA 90024
(213) 475-9411
Gregory T. Parkos, President
Total Revenue FYE 10/86 : $ 399.1 m
Public

Wills Van den Burgh, Inc.
1150 Bayhill Drive
Suite 121
San Bruno, CA 94066
(415) 583-7908
Wills Van den Burgh, President
Is Revenue FYE 12/87 (Est) : $ 1.4 m
Total Employees: 12
Services: AppSW
Private

Wismer Associates, Inc.
22134 Sherman Way
Canoga Park, CA 91303
(818) 884-5515
David A. Wismer, President
Total Revenue FYE 12/88 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 65
Services: Network Proc AppSW
Parent Company: SunGard Data Systems, Inc.

Wold Communications, Inc.
10880 Wilshire Boulevard
Los Angeles, CA 90024
(213) 474-3500
Robert N. Wold, President
Total Revenue FYE 12/85 : $ 30.0 m
Is Revenue : $ 30.0 m
Total Employees: 160
Private

Wollongong Group, Inc.
1129 San Antonio Road
Palo Alto, CA 94303
(415) 962-7100
Noel Kile, President
Is Revenue FYE 06/87 : $ 11.0 m
Total Employees: 145
Services: AppSW SysSW
Private

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XA Systems Corporation
987 University Ave.
Los Gatos, CA 95030
(408) 395-1800
Marc Fey, President
Total Revenue FYE 12/85 : $ 2.2 m
Is Revenue : $ 2.2 m
Total Employees: 30
Services: AppSW
Private

XED Integrated Office Software
Box 3938
Chatsworth, CA 91313
(818) 884-2000
Private

Xenex Computer Systems, Inc.
3017 Gold Canal Drive Suite 500
Rancho Cordova, CA 95670
(916) 635-8682
Robert Gray, President
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 17
Services: Proc
Private

XenoSoft
1454 6th Street
Berkeley, CA 94710-1431
(415) 525-3113
Services: AppSW
Private

Xerox Computer Services
5310 Beethoven Street
Los Angeles, CA 90066
(213) 306-4000
William V. Fello, President
Total Revenue FYE 01/87 (Est) : $ 90.0 m
Total Employees: 350
Services: Proc AppSW Tky
Parent Company: Xerox Corporation

X/Open Company Ltd.
1750 Montgomery Street
San Francisco, CA 94111
(415) 773-5383
Private

Xscribe
6160 Cornerstone Court, East
San Diego, CA 92137
(619) 457-5091
Robert F. Mawhiney, President
Services: AppSW Tky
Public

XtraSoft, Inc.
4701 Patrick Henry Drive, Bldg. 21
Santa Clara, CA 95054
(408) 986-9872
Sharon Thornton
Is Revenue FYE 12/87 : $ 2.5 m
Total Employees: 24
Services: AppSW
Private

XXCAL
11500 Olympic Blvd.
Los Angeles, CA 90064
(213) 477-2902
Private

XXCAL, Inc.
11500 Olympic Blvd.
Los Angeles, CA 90064
(213) 477-2902
Is Revenue FYE 01/87 (Est) : $ 15.0 m
Services: Pfs
Private

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ZeroOne Systems, Inc.
2431 Mission College Blvd.
Santa Clara, CA 95054
(408) 988-3030
Dr. Frank S. Greene,Jr., President
Total Revenue FYE 12/85 : $ 9.0 m
Is Revenue : $ 9.0 m
Total Employees: 85
Private

Zimmerman Holdings, Inc.
2600 Mission Street
San Marino, CA 91108
(818) 441-0444
Public

Zytron Corporation
2200 Sand Hill Road
Menlo Park, CA 95025
(415) 854-2306
Richard P. Hoberg, President
Is Revenue FYE 01/87 : $ 71.1 m
Total Employees: 750
Services: Proc
Parent Company: Dun & Bradstreet Corporation (The)

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3CI
155 W. Harvard
Fort Collins, CO 80525
(303) 223-2722
R. Mehta, President
Total Revenue FYE 11/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 35
Services: AppSW
Private

Advanced Computer Systems, Inc.
6746 S. Rever Parkway, Box 100
Englewood, CO 80112
(303) 761-2722
Vincent J. Lawrence, President
Total Revenue FYE 12/85 (Est) : $ 2.1 m
Is Revenue (Est) : $ 2.1 m
Total Employees: 20
Services: Pfs Proc AppSW Tky
Private

Advanced Data Systems, Inc.
3604 Galley Rd., Suite 105
Colorado Springs, CO 80909
(303) 574-5074
Dennis L. Christy, President
Total Revenue FYE 12/86 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 20
Services: Proc
Private

Alpine Data Systems
737 So. Townsend Avenue
Montrose, CO 81401
(303) 249-1400
Jesse Tarshis, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 9
Services: SysSW SysInt
Private

Analytical Processes Corporation
737 South Townsend Avenue
Montrose, CO 81401
(303) 249-1400
Jack Dooley, Marketing Manager
Total Employees: 10
Services: Pfs Proc AppSW Tky
Private

ANA TECH Corporation
10499 Bradford Road
Littleton, CO 80127
(303) 973-6722
Private

Anderson-Bell Co.
11479 So. Pine Drive
Parker, CO 80134
(303) 841-5445
Ed Anderson, President
Is Revenue FYE 12/87 (Est) : $ 0.4 m
Total Employees: 10
Services: AppSW
Private

Auto-Trol Technology Corp.
12500 N. Washington St.
Denver, CO 80233
(303) 252-4919
Howard B. Hillman, President
Is Revenue FYE 09/87 : $ 75.9 m
Total Employees: 700
Services: Pfs AppSW Tky
Public

Aviation Information Services, Inc.
1726 Coe Boulevard,
Suite 200
Golden, CO 80401
(303) 279-8910
Craig W. Bergin
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 6
Services: Proc AppSW
Private

Berger & Company Information Management Consultants
1350 17th Street, Suite 300
Denver, CO 80202
(303) 571-4557
Wayne Berger, President
Is Revenue FYE 01/87 : $ 2.8 m
Total Employees: 50
Services: Pfs
Private

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Butler Computer Graphics
5200 East Evans
Denver, CO 80222
(303) 756-8811
Bill Knight, President
Total Revenue FYE 12/84 (Est) : $ 15.0 m
Is Revenue (Est) : $ 15.0 m
Services: Pfs AppSW
Parent Company: North American Ventures, Inc.

Cadnetix Corporation
5757 Flatiron Parkway
Boulder, CO 80301
(303) 444-8075
Bruce Holland, President
Total Revenue FYE 01/87 (Est) : $ 53.9 m
Total Employees: 550
Public

Champion Business Systems, Inc.
17301 W. Colfax Ave.
Suite 250
Golden, CO 80401
(303) 278-8666
Total Employees: 34
Services: AppSW
Private

Champion Software
66 S. Van Gordon Street, Suite 155
Lakewood, CO 80228
(303) 987-2588
Private

Cibar, Inc.
2864 S. Circle Drive
Suite 200
Colorado Springs, CO 80607
(303) 579-9000
Loren Shannon, President
Total Revenue FYE 12/86 : $ 3.0 m
Total Employees: 60
Services: Pfs AppSW
Private

Computercraft Services, Inc.
1380 S. Santa Fe Drive
Denver, CO 80223
(303) 778-1122
Gerald Lawson, President
Total Employees: 10
Services: Proc
Private

Data Law Company
6341 S. Troy Circle, Suite E
Englewood, CO 80111
(303) 790-8193
David Johnson, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 11
Services: Pfs SysSW
Public

Denver Processing Center
1449 Chaupa Street
Denver, CO 80202
(303) 571-1170
John Emmert, President
Total Revenue : $ 2.0 m
Is Revenue : $ 1.3 m
Total Employees: 20
Services: Pfs Proc AppSW
Private
Parent Company: Strata Search

Dynamic Information Systems Corporation
910 15th Street
Suite 640
Denver, CO 80202
(303) 893-0335
Mark Trasko, President
Total Revenue FYE 06/88 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 50
Services: SysSW
Private

Electronic Catalog, Inc.
317 E. San Rafael
Colorado Springs, CO 80903
(303) 577-4050
Warren Frush, President
Total Employees: 12
Services: Proc
Private

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Hathaway Corporation
350 Interlaken
Broomfield, CO 80020
(303) 460-1500
Total Revenue FYE 01/87 (Est) : $ 45.0 m
Is Revenue : $ 22.5 m
Total Employees: 500
Services: AppSW
Public

Integrity Solutions, Inc.
7921 Southpark Plaza
Suite 200
Littleton, CO 80120
(303) 794-5505
Jerome Nickerson, President/Chairman
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 25
Services: SysSW
Private

Interactive Systems Corporation
5500 S. Sycamore Street
Littleton, CO 80120
(303) 797-2400
John Slack, President
Is Revenue FYE 12/84 (Est) : $ 0.5 m
Services: Pfs AppSW
Parent Company: Eastman Kodak

J.D. Edwards & Company
4949 S. Syracuse St.
Suite 5500
Denver, CO 80237
(303) 773-3732
Ed McVaney
Is Revenue FYE 01/87 (Est) : $ 14.4 m
Total Employees: 225
Services: Pfs AppSW Tky
Private

Kimbrough Computer Sales, Inc.
3705 Kipling Street
Wheat Ridge, CO 80033
(303) 425-0663
Fred Hughes
Total Revenue FYE 12/88 (Est) : $ 15.0 m
Total Employees: 80
Private

Mainstay Software
1745 Stout Street,
Suite 201
Denver, CO 80202
(303) 298-8961
Dan Walkovitz, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 12
Services: Pfs AppSW SysSW
Private

Management Design, Inc.
2851 S. Parker Rd., Suite 1080
Aurora, CO 80014
(303) 696-6501
Mark C. Smith, President
Total Revenue FYE 08/85 (Est) : $ 1.9 m
Is Revenue (Est) : $ 1.9 m
Total Employees: 20
Services: Pfs SysInt
Private

MB & Associates
7921 South Park Plaza
Suite 200
Littleton, CO 80120
(303) 794-1740
Frank J. Mettam, President, CEO
Total Employees: 14
Private

Micro Decisionware
2995 Wilderness Place
Boulder, CO 80301
(303) 443-2706
John Quinlan, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 21
Services: AppSW
Private

Minicomputer Systems Incorporated (MSI)
2037 16th Street
Boulder, CO 80302
(303) 443-3347
Richard Steele, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 16
Services: SysSW
Private

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Neodata Services
833 West South Boulder Road
Louisville, CO 80027
(303) 666-7000
Kurt J. Burghardt, President
Total Employees: 250
Services: Proc
Parent Company: Dun & Bradstreet Corporation (The)

Oil-Tronix, Ltd.
1580 Lincoln Street
Suite 1240
Denver, CO 80203
(303) 832-1240
Harold L. Hawkins, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 3
Services: Proc AppSW
Private

Petroleum Information Corporation
P.O. Box 2612
Denver, CO 80201
(303) 740-7100
Robert G. Harsten, President
Is Revenue FYE 12/87 : $ 49.6 m
Total Employees: 1300
Services: Network Pfs
Private
Parent Company: Dun & Bradstreet Corporation (The)

PHH Aviation Systems, Inc.
1726 Cole Blvd., Suite 200
Golden, CO 80401
(303) 279-8910
William Watt, President
Is Revenue FYE 04/87 : $ 2.2 m
Total Employees: 18
Services: AppSW SysSW
Public

Pinnacle Software Systems, Inc.
2517 West Vine
Fort Collins, CO 80521
(303) 224-5061
Paul G. Enockson, President
Total Employees: 3
Services: AppSW
Private

Precision Visuals, Inc.
6260 Lookout Road
Boulder, CO 80301
(303) 530-9000
James R. Warner, President
Is Revenue FYE 12/87 : $ 14.1 m
Total Employees: 200
Services: Pfs AppSW
Private

Profitool, Inc.
Hundson's Bay Centre
1600 Stout Street, #2000
Denver, CO 80202
(303) 571-1555
Gary Tamblyn, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 14
Services: AppSW
Private

Public Systems Associates, Inc.
770 Grant, Suite 200
Denver, CO 80203
(303) 831-1260
Total Employees: 30
Services: Pfs
Private

QC Data
777 Grant Street
Suite 111
Denver, CO 80203
(303) 837-1444
Gary Sawkins, President
Is Revenue FYE 06/87 (Est) : $ 8.5 m
Total Employees: 300
Services: Pfs Proc AppSW
Private

Redi/Multi-List, Inc.
165 S. Union Blvd.
Lakewood, CO 80228
(303) 987-2338
Jim Metcalf, President
Total Revenue FYE 12/84 : $ 40.0 m
Is Revenue : $ 5.5 m
Total Employees: 900
Services: Proc Tky

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Private

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ROCI, Inc.
7175 W. Jefferson Avenue
Lakewood, CO 80235-2303
(303) 985-1881
Earl Friedman, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 10
Services: Tky
Private

Satellite Information Systems Company
Suite 1, Arapahoe Avenue
Boulder, CO 80302
(303) 449-0442
Mike Ellis, President, Chairman and CEO
Total Revenue FYE 01/87 (Est) : $ 2.3 m
Total Employees: 29
Services: AppSW
Public

Scientific Software - Intercomp
1801 California Street
Denver, CO 80202
(303) 292-1111
Dr. E. Allen Brietenbach
Is Revenue FYE 12/87 : $ 27.2 m
Total Employees: 204
Services: Pfs Proc AppSW SysSW Tky
Public

SDD, Inc.
3100 Arapahoe Road, Suite 202
Boulder, CO 80303
(303) 449-3634
Al Colwicz, President
Is Revenue FYE 12/87 : $ 3.0 m
Total Employees: 20
Services: AppSW
Private

Sigma Design, Inc.
61 Inverness Drive
E. Englewood, CO 80112
(303) 790-9080
Ken Ledeen, President
Total Revenue FYE 11/85 : $ 10.0 m
Is Revenue : $ 9.0 m
Total Employees: 120
Services: Pfs AppSW SysInt Tky
Private

Softronics, Inc.
7899 Lexington Drive, Suite 210
Colorado Springs, CO 80920
(303) 593-9540
Services: AppSW
Private

Spectrum Human Resources Sytems Corp.
1625 Broadway, Suite 2800
Denver, CO 80202
(303) 534-8813
James Spoor, President
Private

Standard & Poor's Compustat Services, Inc.
7400 S. Alton Court
Englewood, CO 80112
(303) 771-6510
James E. McEntire, President
Total Revenue FYE 12/88 (Est) : $ 10.0 m
Total Employees: 300
Parent Company: McGraw-Hill, Inc.

Strata Search
1449 Champa Street
Denver, CO 80202
(303) 571-1170
John Emert, President
Is Revenue FYE 12/87 : $ 2.2 m
Total Employees: 30
Services: Pfs SysSW
Public

UNIPAC Service Corporation
3015 S. Parker Road
Suite 400
Aurora, CO 80014
(303) 696-9600
John Kern, President
Total Revenue FYE 11/85 (Est) : $ 20.0 m
Is Revenue (Est) : $ 20.0 m
Total Employees: 300
Services: Proc
Parent Company: UNIPAC Group (The)

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U S West Information Systems
6200 South Quebec
Englewood, CO 80111
(303) 889-6200

Wiland Services
6707 Winchester Circle
Boulder, CO 80301
(303) 530-0606
Phillip A. Wiland, President
Is Revenue FYE 12/87 (Est) : $ 16.0 m
Total Employees: 250
Services: Proc AppSW
Public

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3M Media Services, Inc.
Four High Ridge Park
Stamford, CT 06905
(203) 329-1170
David Webber, President

Adesse Corporation (The)
36 Mill Plain Road
Suite 307
Danbury, CT 06811
(203) 790-9473
Gerald M. DePass
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 55
Private

ADP Comtrend Division
1345 Washington Blvd.
Stanford, CT 06902
(203) 357-1611
Mark Kochler, President
Parent Company: Automatic Data Processing, Inc.

Advanced Data Technologies, Inc.
122 Naubuc Avenue, Suite 2D
P.O. Box 907
Glastonbury, CT 06033
(203) 659-2631
Keith N. Flotte, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 17
Private

ADVO-System, Inc.
One Unixec Lane
Windsor, CT 06095-2668
(203) 285-6211
H. R. Beath, President
Total Revenue FYE 01/87 (Est) : $ 500.0 m
Is Revenue : $ 500.0 m
Total Employees: 5000
Services: Network
Public

AM Data Services
205 Whitney Avenue
New Haven, CT 06511
(203) 777-8381
Donald Mulvey, President
Total Employees: 40
Services: Proc
Private

Analysis & Programming Corp.
151 Harvard Avenue
Stamford, CT 06902
(203) 327-6077
Walter Nelson, President
Total Revenue FYE 01/87 : $ 22.1 m
Total Employees: 300
Services: Pfs Proc
Private

Analysis & Technology, Inc.
Technology Park, Rte 2
North Stovington, CT 06359
(203) 599-3910
A. T. Mollegen Jr., President
Private

Andrews, Duerr & Mantighian
416 Highland Ave.
Cheshire, CT 06410
(203) 271-1300
David H. Andrews, President
Total Revenue FYE 06/85 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 5
Services: Pfs AppSW
Private

APL Group, Inc. (The)
644 Danbury Road
Whilton, CT 06897
(203) 762-3933
Daniel Codman, President
Is Revenue FYE 12/87 (Est) : $ 7.9 m
Total Employees: 100
Services: Pfs AppSW
Private

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Automatic Computer Services, Inc.
300 Shaw Road
North Branford, CT 06405
(203) 481-4201
Total Revenue : $ 0.5 m
Is Revenue : $ 0.5 m
Services: Pfs Proc Tky
Private

Automating Peripherals, Inc.
1567 E. Summer Street
Hartford, CT 53027
(414) 673-6815
Luis Garcia, President
Total Employees: 12
Private

AutoScript, Inc.
11 Mountain Ave.
Bloomfield, CT 06002
(203) 242-2358
John Grise, President
Total Revenue FYE 09/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 16
Services: Proc Tky
Private

Baggerly & Associates
1420 N. Claremont Blvd.
Suite 110 B
Claremont, CT 91711
(714) 625-7917
Carole Baggerly, President
Services: Pfs SysSW
Private

Benefit Administration Systems
16 Knight Street
Norwalk, CT 06851
(203) 853-6584
Robert Schwartz, President
Total Employees: 8
Services: AppSW
Private

Blue Cross & Blue Shield
370 Basset Road
North Haven, CT 06473
(203) 239-4911
John Croweak, President/CEO
Public

Bunker Ramo, An Olivetti Co.
2 Enterprise Drive
Shelton, CT 06484
(203) 337-1200
James Lindner
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 750
Services: Tky
Parent Company: Olivetti

Canaan Computer Corporation
39 Lindeman Drive
Trumbull, CT 06611
(203) 372-8100
Robert H. Bernard, President
Total Revenue FYE 06/83 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 82
Services: Proc
Private

Citicorp Information Resources
4 Stamford Forum
12th Floor
Stamford, CT 06901
(203) 358-9390
Pablo Gonzalez, President
Is Revenue FYE 12/87 : $ 100.0 m
Total Employees: 30
Services: Pfs Proc Tky
Parent Company: Citicorp

Cognitive Systems,Inc.
234 Church Street
New Haven, CT 06510
(203) 773-0726
Steven Mott, President
Is Revenue FYE 11/87 : $ 2.4 m
Total Employees: 48
Services: AppSW
Public

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Computer Assistance International, Inc.
200 Park Rd.
West Hartford, CT 06119
(203) 521-3284
Thomas McDonagh
Is Revenue FYE 11/87 : $ 35.9 m
Total Employees: 675
Services: Pfs AppSW
Private

Computer Covenant Corporation
4 Forest Park Drive
Farmington, CT 06032
(203) 677-6563
Total Revenue (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 5
Services: AppSW
Private

Computer Processing Institute, Inc.
111 Ash Street
E. Hartford, CT 06108
(203) 528-3716
David Shefrin, President
Total Employees: 240
Services: Pfs
Private

Computer & Software Education Company
214 Good Hill Road
Weston, CT 06883
(215) 878-2531
Private

CUC International, Inc.
777 Summer St.
Stamford, CT 06901
(203) 324-9261
Walter A. Forbes, President
Is Revenue FYE 01/87 : $ 198.5 m
Total Employees: 2000
Services: Network
Public

Cyber Publishing Inc.
5 Science Park Center
P.O. Box 9565
New Haven, CT 06536
(203) 786-5151
Robert Molloy, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 18
Services: Proc Tky
Private

Dagar/Software Development Corp.
649 Amity Road
Bethany, CT 06525
(800) 233-3711
Arnold Rorrman, President
Total Revenue : $ 1.6 m
Is Revenue : $ 1.6 m
Total Employees: 10
Services: AppSW
Private

Data Base Management Inc. (DBMI)
1075 Tolland Turnpike
Manchester, CT 06040
(203) 646-3264
Matthew L. Reiser, President
Total Employees: 100
Parent Company: American Management Systems, Inc.

DataEase International, Inc.
7 Cambridge Drive
Trumbull, CT 06611
(203) 374-8000
Arun Gupta, President
Is Revenue FYE 06/87 : $ 7.5 m
Total Employees: 120
Services: SysSW
Private

Data line Corp.
4 Danbury Road
Wilton, CT 06897
(203) 762-2473
Hugh C. Bell, CEO

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Distribution Management Systems, Inc.
427 Naugatuck Ave.
Milford, CT 06460
(203) 874-6019
Joseph Greene, President
Total Revenue FYE 12/87 (Est) : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 15
Services: Tky
Parent Company: Cullinet Software, Inc.

Emhart Corporation
P.O Box 2730
Hartford, CT 06101
(203) 678-3000
William C. Lichenfels

FBC, Inc.
29 Rado Drive
Naugatuck, CT 06770
(203) 723-7487
Frank Clancy, President
Is Revenue FYE 12/88 : $ 21.0 m
Total Employees: 100
Services: Pfs Proc
Parent Company: Mechanics & Farmer

Focus Research Systems, Inc.
342 N. Main St.
W. Hartford, CT 06117
(203) 561-1047
Gerald C. Chichester, Chairman
Total Revenue FYE 12/84 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 250
Services: Pfs
Parent Company: Dun & Bradstreet Corporation (The)

Gerber Garment Technology Inc.
24 Industrial Road West
P.O. Box 769
Tolland, CT 06084
(203) 871-8082
Parent Company: Gerber Scientific, Inc.

Gerber Scientific, Inc.
83 Gerber Road, West
South Windsor, CT 06074
(203) 644-1551
H. Joseph Gerber, President
Is Revenue FYE 04/87 : $ 89.7 m
Total Employees: 1800
Services: Tky
Public

Gerber Scientific Instrument
83 Gerber Road West
South Windsor, CT 06074
(203) 644-1551

Gerber Scientific Products, Inc.
151 Batson Drive
Manchester, CT 06040
(203) 643-1515
Parent Company: Gerber Scientific, Inc.

Gerber Systems Technology, Inc.
Sullivan Avenue 425
South Windsor, CT 06074
(203) 282-1478
Parent Company: Gerber Scientific, Inc.

GTE Corporation
One Stamford Forum
Stamford, CT 06904
(203) 965-2000
Public

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IBM Information Network
472 Wheelers Farm Road
Milford, CT 06460
(203) 783-7000
Syd N. Heaton, Vice President
Total Revenue FYE 12/85 (Est) : $ 100.0 m
Is Revenue (Est) : $ 100.0 m
Services: Proc AppSW
Parent Company: IBM Corporation

IMRS, Inc.
1033 Washington Blvd.
Stamford, CT 06902
(203) 323-6500
James A. Perakis, President
Total Employees: 65
Services: AppSW
Private

Information Analysis Systems Corporation
2 Brookside
Mansfield Center, CT 06250
(203) 429-1691
James Watt, President
Is Revenue FYE 12/87 : $ 0.7 m
Total Employees: 6
Services: Pfs SysSW
Private

Information Design, Inc.
145 Durham Road #3-3 cc
Madison, CT 06443
(203) 245-8547
Services: AppSW
Private

Information Strategies, Inc. (ISI)
236 Boston Post Road
Orange, CT 06477
(203) 795-6016
Robert Leary, President
Total Revenue (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 30
Services: Pfs AppSW
Parent Company: Ocean Data Systems

Information Systems, Inc.
62 Spring Lane
Farmington, CT 06032
(203) 677-2540
John McCormick, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 167
Services: Proc
Private

INSET SYSTEMS, INC.
12 Mill Plain Road
Danbury, CT 06811
(203) 794-0396
Don skiba
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 20
Private

Integrated Management Systems, Inc.
Cityplace, 31st Floor
Hartford, CT 06103
(203) 275-6518
Stephen Forte, President
Total Employees: 23
Private

Intellectual Software
562 Boston Avenue
Bridgeport, CT 06610
(203) 335-0908
Private

Intelligent Business Systems
51 Elm St.
New Haven, CT 06510
(203) 785-0813
William Bird, President
Total Revenue FYE 12/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 26
Private

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Loud Consulting (The) Corp.
P.O. Box 7337
Whilton, CT 06897
(516) 794-9200
Douglass Loud, President
Is Revenue FYE 07/87 : $ 0.8 m
Total Employees: 6
Services: Pfs AppSW SysSW SysInt
Private

Marine Management Systems, Inc.
102 Hamilton Avenue
Stamford, CT 06902
(203) 327-6404
Eugene D. Story, President
Total Revenue FYE 12/84 : $ 0.5 m
Is Revenue : $ 0.3 m
Total Employees: 45
Services: Pfs Proc AppSW Tky
Private

Mechanics & Farmer
930 Main Street
Bridgeport, CT 06601
(203) 382-6363
Private

Megahaus Corporation
6215 Farris Square
San Diego, CT 92121
(619) 450-1230
Dr. Paul Stannard
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Total Employees: 35
Private

MUST Software International
101 Merritt 7
4th Floor
Norwalk, CT 06856
(203) 845-5000
Jean-Luc Badault
Total Employees: 206
Services: Pfs SysSW
Parent Company: Thomson-CSF S.A.

National Business Systems, Inc.
30 Tower Lane
Avon Park South
Avon, CT 06001
(203) 677-8396
Dr. Jay Chang, President
Is Revenue FYE 01/87 (Est) : $ 0.8 m
Total Employees: 15
Private

National Distributor Systems
959 Main Street
Stratford, CT 01497
(203) 378-1010
John Hillgen, President
Is Revenue FYE 10/87 (Est) : $ 2.5 m
Total Employees: 10
Services: Pfs Tky
Private

Non-Procedural Systems, Inc.
51 Riverside Avenue
Westport, CT 06880
(203) 222-0230
Harold Fienlab, Chairman
Total Employees: 20
Private

Payment Services Group
124 Hebron Avenue
Glastonbury, CT 06033
(203) 659-4093
Jack Thorne, President
Is Revenue FYE 12/87 : $ 1.3 m
Total Employees: 11
Services: AppSW
Private

Quality Data Systems, Inc.
Library Lane
Old Lyme, CT 06371
(203) 434-9275
Gordon W. Waelrer, President
Total Revenue FYE 08/84 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 8
Services: Pfs AppSW
Private

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Real Decisions Corporation
22 Thorndal Circle
Darien, CT 06820
(203) 656-1500
Robert Bergstrom, CEO
Total Employees: 43
Services: Pfs AppSW
Private

Relay Communciations, Inc.
41 Kenosia Avenue
Danbury, CT 06810
(203) 798-3800
Robert Millstein, President
Total Employees: 50
Services: SysSW
Private

Robert E. Nolan Company, Inc.
90 Hopmeadow Street
Simsburg, CT 06070
(203) 658-1941
Bob E. Nolan, President
Total Employees: 50
Services: Pfs AppSW
Private

Sonecor Systems
367 Orange Street
New Haven, CT 06511
(203) 497-6000
Charles Harrison, President
Total Revenue FYE 12/85 : $ 75.0 m
Is Revenue : $ 7.5 m
Total Employees: 550
Parent Company: Southern New England Telephone

Southern New England Telephone
227 Church Street
New Haven, CT 06506
(203) 771-5200
Public

Stepstone Corporation (The)
75 Glen Road
Sandy Hook, CT 06982
(203) 426-0699
Dennis Sisco, President
Is Revenue FYE 12/87 : $ 4.4 m
Total Employees: 55
Services: SysSW
Private

Structured Computer Systems, Inc.
17 Talcoti Notch Road
Farmington, CT 06032
(203) 677-0222
Gerard D. O'Connell, V.P. Mktg.
Total Employees: 35
Services: Pfs AppSW
Private

Summagraphics Corporation
777 State Street Extension
Farefield, CT 06480
(203) 384-1344
Bill Lifka, President
Total Revenue FYE 01/87 : $ 26.0 m
Is Revenue : $ 26.0 m
Total Employees: 350
Services: Tky
Private

Target Technologies
16 Knight Street
Norwalk, CT 06851
(203) 866-6010
Thomas G. Cain, President
Is Revenue FYE 08/87 : $ 0.2 m
Total Employees: 5
Services: Pfs Proc Tky
Private

Technology Consulting Corporation
23 Ariel Way
Avon, CT 06001-3701
(203) 674-8621
Thomas R. Baley, President
Total Revenue FYE 12/84 : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 2
Private

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T K Data Solutions
P.O. Box 392
Plantsville, CT 06479
(203) 621-5044
Thomas J. Kerekes
Total Employees: 5
Services: Pfs SysSW SysInt
Private

Travtech
One Tower Square- 3MN
Hartford, CT 06183
(203) 277-9595
Arthur L. quik
Total Revenue FYE 01/87 (Est) : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 15
Services: AppSW
Private
Parent Company: Travelers Corporation (The)

Vantage Computer Systems, Inc.
125 Silas Dean Hwy.
Wethersfield, CT 06109
(203) 721-0609
Robert Maltempo
Is Revenue FYE 01/87 : $ 18.0 m
Total Employees: 255
Services: Pfs Proc AppSW
Private

Weekly Reader Family Software
245 Long Hill Road
Middleton, CT 06457
(203) 347-7251
Private

Wiltek, Inc.
542 Westport Avenue
Norwalk, CT 06851
(203) 853-7400
Private

Xerox Corporation
P.O. Box 1600
Stamford, CT 06904
(203) 968-3000
David T. Kearns, Chairman
Is Revenue FYE 12/87 : $ 255.0 m
Total Employees: 112000
Services: Pfs Proc AppSW SysInt Tky

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Abra Cadabra Software
5510 9th Street N.
St. Petersburg, FL 33702
(813) 525-4400
Guy Bohner
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 6
Services: AppSW
Private

Accurate Keypunch Service, Inc.
10720 Caribbean Boulevard, #435
Miami, FL 33189
(305) 238-4525
Bett Cadwallader, President
Is Revenue FYE 12/87 : $ 0.6 m
Total Employees: 6
Services: Proc
Private

ADAPT
P.O. Box 56
Nokomis, FL 33555
(813) 484-4686
Private

Advanced Computer Concepts, Inc.
1921 Ivanhoe Street
Sarasota, FL 34231
(813) 923-1811
Charles M. Gilmore, President
Is Revenue FYE 10/87 : $ 0.3 m
Total Employees: 9
Services: SysSW
Private

Adventure International
P.O. Box 3435
Longwood, FL 32750
(305) 862-6917
Scott Adams, President
Total Revenue FYE 10/84 : $ 1.1 m
Is Revenue : $ 1.1 m
Total Employees: 14
Services: AppSW
Private

American Viking Enterprises Inc.
P.O. Box 189
Maitland, FL 32751
(305) 657-9350
Susan Cruce, President
Is Revenue FYE 12/87 : $ 1.7 m
Total Employees: 14
Services: AppSW
Private

Applied Software Inc.
840 U S Hwy. 1, Suite 250
North Palm Beach, FL 33408
(305) 626-4818
Walter Josephson, President
Total Revenue FYE 12/86 (Est) : $ 1.2 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 15
Services: AppSW
Private

Armor Systems, Inc.
324 N. Orlando Ave.
Maitland, FL 32751
(305) 629-0753
Richard Bourgie, President
Total Revenue FYE 12/85 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 120
Services: AppSW
Private

Automation Intelligence, Inc.
1200 W. Colonial Dr.
Orlando, FL 32804
(305) 843-7030
Ted Fluehradt, President
Total Revenue (Est) : $ 10.5 m
Total Employees: 110
Services: AppSW
Private

Automotive Computer Group
1421-B Court Street
Clearwater, FL 33516
(813) 443-5761
Services: Tky
Private

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Auxton Computer Enterprises, Inc.
851 Trafalgar Ct., Suite 300 W.
Maitland, FL 32751
(305) 660-8400
Ms. Cheryl K. Galloway, President
Parent Company: Cincinnati Bell, Inc.

Barkett Computer Services Inc.
P.O. Box 522197
Miami, FL 33152
(305) 592-3304
William Rafferty, President
Private

BST Consultants, Inc.
6110 Gunn Highway
P.O. Box 23425
Tampa, FL 33623
(813) 961-3902
Carlos Baldor, President
Private

BUC International Corp.
1881 Northeast 26th St.
Fort Lauderdale, FL 33305
(305) 565-6715
Walter J. Sullivan, President
Private

Business Computer Solutions, Inc.
1200 N.W. 78th Avenue
Miami, FL 33126
(305) 591-2274
Dr. Ronald A. Goldstein, President
Is Revenue FYE 02/87 : $ 1.9 m
Total Employees: 20
Services: SysSW
Public

Capital Bancorp
1666 Kennedy Causeway
Miami, FL 33141
(305) 861-4981
Private

CASI-RUSCO, Inc.
552 N.W. 77th Street
Boca Raton, FL 33431
(305) 997-9660
John Witheron, President
Total Revenue (Est) : $ 5.8 m
Is Revenue (Est) : $ 5.4 m
Total Employees: 65
Services: AppSW
Private

Center for Computer Systems, Inc. (The)
6965 University Blvd.
Winter Park, FL 32792
(305) 657-6800
Richard P. Conniff, President
Total Revenue FYE 12/84 : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 7
Services: Tky
Private

CLAR-TEC Financial Systems, Inc.
1690 Raymond Diehl Rd.
Tallahassee, FL 32308
(904) 385-8370
Thomas W. Clark, President
Total Employees: 6
Services: AppSW
Private

Collier - Jackson, Inc.
3707 W. Cherry St.
Tampa, FL 33607
(813) 872-9990
Charles W. Jackson, President
Total Revenue FYE 12/86 (Est) : $ 15.0 m
Total Employees: 150
Services: Pfs AppSW Tky
Parent Company: CompuServe, Inc.

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Computerized Data
13490 Northwest 45th Avenue
Miami, FL 33094
(305) 769-3361
Total Revenue FYE 12/85 (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 6
Services: Proc Tky
Private

Computer Power, Inc.
661 Riverside Suite 110E
Jacksonville, FL 32204
(904) 350-1400
David M. Hicks, President
Is Revenue FYE 01/87 : $ 57.0 m
Total Employees: 320
Services: Pfs AppSW
Private

Concord Management Systems, Inc.
5301 W. Cypress
Tampa, FL 33622
(800) 851-1115
Floyd McCall
Is Revenue FYE 01/87 (Est) : $ 9.0 m
Total Employees: 100
Services: AppSW Tky
Private

Consulting Team Inc.
1655 Palm Beach Lakes Blvd., Suite 200
West Palm Beach, FL 33401
(305) 478-0022
Total Employees: 17
Services: Pfs
Private

Corbel & Co.
6620 South Point Drive, South
Jacksonville, FL 32216
(904) 731-4455
Larry Richter, Chairman
Is Revenue FYE 02/87 : $ 4.0 m
Total Employees: 40
Services: Proc
Private

Credit Card Software, Inc.
The Spectrum Building
900 Winderley Place
Maitland, FL 32751
(305) 660-0343
Edward F. Hargroves, President
Total Revenue FYE 01/88 : $ 11.6 m
Total Employees: 150
Services: Proc
Private

Cybernetics Systems, Inc.
550 Water Street
Jacksonville, FL 32202
(904) 359-3145
Jack N. Cooper, President
Total Revenue FYE 12/84 : $ 50.5 m
Total Employees: 650
Services: Pfs Proc AppSW
Private

Data Access Corporation
14000 S.W. 119th Avenue
Miami, FL 33186
(305) 238-0012
Charles Casanave, III, CEO
Is Revenue FYE 12/87 (Est) : $ 2.3 m
Total Employees: 67
Services: AppSW
Private

Data Flow Systems, Inc.
2006 Vemon Place
Melboume, FL 32901
(305) 729-0596
Martin Sullivan, Chairman
Total Revenue FYE 12/84 : $ 1.1 m
Services: Proc AppSW
Private

DBA Systems, Inc.
1200 South Woody Burks Blvd.
Melbourne, FL 32901-1823
(305) 725-3711
Howard N. Hebert, President
Is Revenue FYE 06/87 : $ 88.0 m
Total Employees: 752
Services: AppSW
Public

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Deeresoft, Inc.
P.O. Box 1360
Melbourne, FL 32902
(305) 768-2477
Roy Deere, President
Is Revenue FYE 01/87 : $ 0.7 m
Total Employees: 6
Services: Network AppSW SysSW Tky
Private

Dynamic Control Corporation
195 Wekiva Springs Road, Suite 32
Longwood, FL 32779-3603
(305) 831-8444
Stephen A. Dougherty, President
Total Revenue FYE 12/85 : $ 40.0 m
Is Revenue : $ 40.0 m
Total Employees: 500
Services: Pfs AppSW
Parent Company: Baxter Healthcare Corporation

Executive Data Systems, Inc.
255 University Drive, #206
Coral Gables, FL 33114
(305) 444-6200
Services: AppSW
Private

Facts & Management Systems, Inc.
7220 N.W. 36th Street, Suite 634
Miami, FL 33156
(305) 592-2898
H. Hamby Hutcheson, President
Total Revenue FYE 12/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 9
Services: Pfs Proc AppSW Tky
Private

Fairchild Weston Systems, Inc./Data Systems Division
P.O. Box 3041
Sarasota, FL 34230
(813) 371-0811
Private

FDP Corporation
2140 South Dixie Highway
Miami, FL 33133
(305) 858-8200
Michael C. Goldberg, President
Is Revenue FYE 11/87 : $ 15.0 m
Total Employees: 180
Services: Pfs AppSW SysSW
Public

Fischer International Systems Corporation
4073 Merchantile Avenue
Naples, FL 33942
(813) 643-1500
Doug Whittemore, President
Total Employees: 38
Services: AppSW
Private

Fleet Management Systems, Inc.
400 Australian Avenue
West Palm Beach, FL 33401
(305) 629-4900
John D. Gorman, President
Total Revenue FYE 01/84 : $ 13.0 m
Is Revenue : $ 13.0 m
Total Employees: 60
Services: Proc AppSW
Parent Company: Intec Systems, Inc.

Florida Software Services, Inc.
711 East Altamonte Drive
Altamonte Springs, FL 32701
(305) 831-3001
Ken Kirchman, President
Services: AppSW
Parent Company: Kirchman Corporation (The)

Geonex Corporation
301 Fourth Street NOrth
St. Petersburg, FL 33701
(813) 823-3300
Harold F. Flynn, President
Total Revenue FYE 09/87 (Est) : $ 16.0 m
Total Employees: 700
Public

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Harcourt Brace Jovanovich, Inc.
6277 Sea Harbor Dr.
Orlando, FL 32821
(305) 345-2000
William Jovanovich, Chairman
Public

Harris Corporation
1025 West NASA Blvd.
Melbourne, FL 32919
(305) 727-9100
John T. Hartley, President
Is Revenue FYE 01/87 : $ 90.0 m
Total Employees: 24000
Services: Pfs AppSW SysSW
Public

Harvey Software
P.O. Box 06596
Fort Myers, FL 33906
(813) 482-8600
Total Revenue (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Services: AppSW
Private

Hawkeye Grafix, Inc.
Box 1400
Oldsmar, FL 33557
(813) 855-5846
Will Pierce, CEO
Total Employees: 5
Private

Hurricane Systems, Inc.
926 Great Pond Drive
Altamonte Springs, FL 32714
(305) 774-8888
W.G. Harold, President
Total Revenue (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 29
Services: Pfs AppSW
Private

Information Management Services, Inc.
770 West Grenada Blvd., Suite 110
Ormond Beach, FL 32074
(904) 677-5073
Bill Phillips, President
Total Revenue FYE 12/84 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 11
Services: Pfs
Private

Information Processing, Inc.
317 Whooping Crane Loop, Suite #1825
Altamonte Springs, FL 32701
(305) 331-5200
Private

Intec Systems, Inc.
1800 So. Australian Ave.
West Palm Beach, FL 33409
(407) 640-8383
Jack Hight
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 40
Services: Pfs AppSW SysSW SysInt Tky
Private

Kirchman Corporation (The)
P.O. Box 2269
Orlando, FL 32802
(407) 837-3001
Kenneth P. Kirchman, President
Is Revenue FYE 12/87 : $ 48.7 m
Total Employees: 300
Services: AppSW
Private

Logical Data Corporation
5240 Babcock Street, N.E., Suite 300
Palm Bay, FL 32905
(407) 725-2537
Rick Whitworth, President
Is Revenue FYE 12/87 : $ 0.8 m
Total Employees: 19
Services: Pfs AppSW SysSW
Private

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M. Bryce and Associates, Inc.
777 Alderman Rd.
Palm Harbor, FL 34683
(813) 786-4567
Milt Bryce, President
Is Revenue FYE 12/87 : $ 1.3 m
Total Employees: 10
Services: Pfs AppSW
Private

MC2 Engineering Software
8107 SW 72nd Avenue, Suite 425
P.O. Box 530980
Miami, FL 33143
(305) 665-0100
Robert S. McClintock, President
Is Revenue FYE 12/87 : $ 0.7 m
Total Employees: 6
Services: AppSW
Private

Medical Engineering, Inc.
955 Fowler StreetT
Fort Myers, FL 33901
(813) 939-5211
Hugh Murphy, President
Is Revenue FYE 12/87 : $ 2.7 m
Total Employees: 106
Services: AppSW
Public

Micro Design International, Inc.
6985 University Blvd.
Winter Park, FL 32792
(404) 968-6658
Henry Lassiter
Total Revenue FYE 01/87 (Est) : $ 2.0 m
Is Revenue : $ 0.4 m
Total Employees: 21
Services: SysSW
Private

Micro-Systems Software, Inc.
4301-18 Oak Circle
Boca Raton, FL 33431
(305) 391-5077
Larry Studdard, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.8 m
Total Employees: 13
Services: AppSW
Private

Mycroft Labs, Inc.
3976 N. Monroe Street
P.O. Box 4106K
Tallahassee, FL 32315
(904) 562-3939
Lawrence E. Hughes, President
Total Revenue FYE 12/84 : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 14
Services: AppSW
Private

National Bancard Corporation
1471 S.W. 12th Ave.
Pompono Beach, FL 33060
(305) 785-2100
Walley Whitley, President
Total Revenue FYE 12/86 : $ 78.8 m
Is Revenue : $ 78.8 m
Total Employees: 750
Services: Proc
Private

Navic Software
PO Box 30277
North Palm Beach, FL 33418
(305) 848-7850
Private

Network Group, Inc.
2601 Technology Drive
Orlando, FL 32804
(305) 297-0870
John Person, President
Total Revenue FYE 01/87 : $ 30.0 m
Total Employees: 150
Services: Pfs AppSW Tky

Newtrend Group (The)
2600 Technology Dr.
Orlando, FL 32804
(407) 297-0870
Robert E. King
Is Revenue FYE 01/87 : $ 27.7 m
Total Employees: 185
Services: Proc AppSW Tky
Private

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Professional Computer Solutions, Inc.
5541 Arlington Rd
Jacksonville, FL 32205
(904) 744-8134
Ernest Harden, President
Total Employees: 14
Private

Real Estate Data
2398 N.W. 119th St.
Miami, FL 33167
(305) 685-5731
Norm Snesil, President
Total Revenue FYE 01/87 (Est) : $ 27.5 m
Is Revenue : $ 22.0 m
Total Employees: 450
Services: Proc
Private

Reflectone, Inc.
5125 Tampa West Blvd.
Tampa, FL 33614
(813) 885-7481
Richard A. Neddo, President
Total Revenue FYE 03/86 : $ 50.3 m
Total Employees: 600
Public

Reflectone Inc.
5125 Tampa West Blvd.
Tampa, FL 33614
(813) 885-7481
John B. Mowell, Chairman
Total Revenue FYE 03/86 : $ 0.8 m
Is Revenue : $ 0.8 m
Total Employees: 16
Services: Tky

Reflectone Training Systems, Inc.
5125 W. Tampa Boulevard
Tampa, FL 33614
(813) 885-7481
John B. Mowell, Chairman
Total Revenue FYE 10/86 : $ 2.1 m
Is Revenue : $ 2.1 m
Total Employees: 50
Services: Pfs
Parent Company: Reflectone, Inc.

Scientific Systems Services, Inc. (SSS)
475 S. John Rodes Blvd.
P.O. Box 610
Melbourne, FL 32901
(305) 725-1300
Vincent S. Lamb,Jr., President
Total Revenue FYE 07/86 : $ 20.5 m
Total Employees: 200
Services: Pfs AppSW SysInt Tky
Public

Seaside Software Inc.
P.O. Box 1428
Perry, FL 32347
(800) 327-5726
M.H. Green
Is Revenue FYE 12/87 : $ 4.3 m
Total Employees: 40
Services: AppSW
Private

SK Technologies
1650 South Dixie Hwy.
Boca Raton, FL 33432
(407) 393-7540
Randy Selman, President
Total Revenue FYE 01/87 (Est) : $ 2.4 m
Is Revenue : $ 2.4 m
Total Employees: 9
Services: SysSW
Private

Smith Crocker
808 NW 23 Ave
PO Box 12665
Gainesville, FL 32604
(904) 373-6156
Carey V Jones, President
Total Revenue FYE 12/85 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 9
Services: Pfs Proc AppSW
Private

Softstar
13935 U.S. Highway #1
Juno Beach, FL 33408
(305) 848-7054
Private

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Systeme Corporation
101 South Hall Lane
Maitland, FL 32751
(305) 875-1234
Harold Covert, President
Is Revenue FYE 12/87 : $ 16.5 m
Total Employees: 130
Services: Tky
Private

Systems Coordination, Inc.
255 North Vantage Point Drive
P.O. Box 2600
Crystal River, FL 32629
(904) 795-6596
Earl Porter, President
Total Revenue FYE 12/84 : $ 6.0 m
Is Revenue : $ 6.0 m
Services: Pfs AppSW
Private

Thoughtware, Inc.
PO Box 011151
Miami, FL 33101
(305) 854-2318
Jack Levine, President
Total Employees: 40
Services: AppSW
Private

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CAMS 1988
Directory of Information Services Companies
State of Georgia

ADP National Accounts Division
5680 New Northside Drive
Atlanta, GA 30328
(404) 955-3600
Gary Butler, President
Parent Company: Automatic Data Processing, Inc.

Advanced Business Systems, Inc.
215 West Railroad Street
P.O. Box 596
Montezuma, GA 31063
(912) 472-2341
James D. Lester III, President
Total Revenue FYE 12/84 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 6
Private

Advanced Software Corporation
53 Perry Street
Newnan, GA 30263
(404) 251-3280
Thomas Carson, President
Private

Allied Data Communications Group
5375 Oakbrook Parkway
Norcross, GA 30093
(404) 923-4866
Robert L. Lovely, General Manager
Total Revenue FYE 06/84 : $ 2.8 m
Is Revenue : $ 2.8 m
Total Employees: 60
Services: Pfs Proc AppSW
Private

Allied Insurance Services, Inc.
3675 Creshwood Pkwy, #200
Duluth, GA 30136
(404) 381-2493
Mike Linsert, President
Services: AppSW Tky
Private

American Automated, Inc.
242 Falcon Drive
242 Falcon Drive
Forest Park, GA 30050
(404) 361-7777
Total Revenue FYE 01/87 (Est) : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 75

American Software, Inc.
470 E. Paces Ferry Road
Atlanta, GA 30305
(404) 261-4381
James C. Edenfield, President
Is Revenue FYE 04/87 : $ 50.5 m
Total Employees: 379
Services: Pfs AppSW
Public

A-O Electronics, Inc.
2137 Flinstone Drive
Tucker, GA 30084
(404) 491-8044
George Shee
Total Employees: 16
Services: Tky
Private

Atlanta Data Processing Service
2262 Northwest Parkway SE, Suite E
Marietta, GA 30067
(404) 980-1586
Services: AppSW
Private

Atlantic Computing Corporation
1447 Peachtree Street, N.E.
Atlanta, GA 30309
(404) 892-1895
Fay McCoy, Vice President of Operations
Total Revenue FYE 12/85 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 26
Services: Proc
Public

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Bell South Corp.
675 W. Peachtree St. - N.E.
Atlanta, GA 30375
(404) 420-8600
John Clendenin
Is Revenue FYE 12/87 : $ 20.0 m
Services: AppSW SysSW
Public

Brock Control Systems, Inc.
2859 Paces Ferry Road
Atlanta, GA 30339
(404) 431-1200
Rodger Johnson, President
Is Revenue FYE 12/87 : $ 5.3 m
Total Employees: 44
Services: AppSW
Private

Buypass
6666 Towers Ferry Road
Atlanta, GA
(404) 953-2664
John Festa, President
Total Revenue (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 65
Services: Proc
Private

Caetec Systems, Inc.
1'Dunwoody Park, Suite 130
Atlanta, GA 30321
(404) 395-7844
Cal McGraw, Chairman & CEO
Total Revenue : $ 1.0 m
Is Revenue : $ 0.9 m
Total Employees: 18
Services: Pfs AppSW Tky
Private

Caldwell Systems, Inc.
1640 Powers Ferry Road
Building 15
Marietta, GA 30067
(404) 955-1528
Private

Catronix Corporation
120 Ralph McGill Blvd., Suite 800
Atlanta, GA 30308
(404) 872-2300
Dr. Charles Pearson, Chairman
Total Revenue FYE 03/86 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 11
Services: Pfs AppSW Tky
Private

Charter Medical Corporation
577 Mulberry Street
P.O. Box 209
Macon, GA 31298
(912) 742-1161
William A. Fickling,Jr., President
Public

CMD Systems International, Inc.
8601 Dunwoody Place
Atlanta, GA 30338
(404) 587-0934
Ken Rarken, President
Is Revenue FYE 03/87 : $ 12.0 m
Total Employees: 150
Services: Pfs Proc AppSW SysSW Tky
Private

COIN Financial Systems
5555 Oakbrook Parkway, Building 500
Norcross, GA 30093
(404) 447-6103
Mark Singleton, President
Total Revenue FYE 07/85 : $ 22.5 m
Total Employees: 250
Services: Tky
Private

Communications Software, Inc.
2388 Pleasantdale Rd.
Atlanta, GA 30340
(404) 448-5259
Mickey Benamy, President
Total Revenue FYE 12/88 : $ 0.7 m
Is Revenue : $ 0.9 m
Total Employees: 10
Services: AppSW Tky
Private

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Computations, Inc.
2500 Windy Ridge Parkway
Atlanta, GA 30067
(404) 952-7854
Bob Branston, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 700
Private
Parent Company: Computations Pty., Ltd.

Computer Generation, Inc.
3855 Presidential Parkway
Atlanta, GA 30340
(404) 458-2371
Jackie Ward, President
Total Revenue FYE 12/85 : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 100
Private

Comsell, Inc.
500 Tech Parkway
Atlanta, GA 30313
(404) 872-2500
Steve Roden, President
Total Employees: 60
Services: Pfs
Parent Company: Murdoch Electronic Publishing

Construction Data Control, Inc.
3675 Crestwood Parkway #400
Duluth, GA 30136
(404) 279-0304
John Geoffrey, President
Is Revenue FYE 01/87 (Est) : $ 5.2 m
Total Employees: 65
Services: AppSW
Private

Consultec
9040 Roswell Road, #700
Atlanta, GA 30350
(404) 594-7799
Gray Arnold, President
Is Revenue FYE 12/87 : $ 25.0 m
Total Employees: 300
Services: Proc AppSW
Parent Company: General American Life Insurance Co.

Contel Corporation
245 Perimeter Center Parkway
P.O. Box 105194
Atlanta, GA 30348
(404) 391-8000
Charles Wohlstetter
Is Revenue FYE 12/87 : $ 100.0 m
Services: Pfs AppSW SysSW Tky
Public

Contel Data Services Corporation
245 Perimeter Center Parkway
Atlanta, GA 30346
(404) 391-8000
John N. Lemasters, President
Services: Pfs Proc AppSW
Parent Company: Contel Corporation

Delta Airlines
Hartsfield Atlanta International Airport
Atlanta, GA 30320
(404) 765-2533
David Garrett

Digital Communications Associates, Inc.
1000 Holcomb Wood Pkwy Suite 440
Roswell, GA 30076
(404) 998-3998
Total Employees: 75
Private

Dyer, Wells and Associates, Inc.
2251 Lake Park Dr.
Smyrna, GA 30080
(404) 432-5888
Phillip H. Fauver, President
Is Revenue FYE 01/87 (Est) : $ 12.0 m
Total Employees: 135
Services: AppSW
Private

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Equifax, Inc.
1600 Peachtree Street, Northwest
Atlanta, GA 30309
(404) 885-8000
J.V. White
Is Revenue FYE 12/87 : $ 618.0 m
Total Employees: 10667
Services: Network Pfs AppSW
Public

Equifax Services Inc.
1600 Peachtree Street, N.W.
Atlanta, GA 30302
(404) 885-8000
D.F. Walsh, President
Parent Company: Equifax, Inc.

Excalibur Sources, Inc.
131 Village Parkway, Building 4
Atlanta, GA 30067
(404) 956-8373
George Welborn, President
Is Revenue FYE 12/87 : $ 9.0 m
Total Employees: 20
Services: SysSW
Private

Fannie Mae Software
3139 Campus Drive
Norcross, GA 30071
(404) 446-2533
Total Employees: 151
Private

First Financial Management Corp.
3 Corporate Square
Atlanta, GA 30329
(404) 321-0120
Patrick H. Thomas, President
Is Revenue FYE 12/87 (Est) : $ 175.0 m
Total Employees: 2708
Services: Proc
Public

Fisher Business Systems
1010 Huntcliff, Suite 221515 A-200
Atlanta, GA 30321
(404) 587-1717
Private

GMD Systems International, Inc.
8601 Dunwoody Plase, Suite 420
Atlanta, GA 30321
(404) 587-0934
Kenneth Rardin, President
Total Employees: 170
Services: Pfs AppSW
Private

Habersham Banking Solutions, Incorporated
1395 Marietty Parkway
Suite 200
Atlanta, GA 30067
(404) 422-8736
Joe Sledd, Chairman
Total Revenue FYE 12/88 (Est) : $ 2.5 m
Is Revenue : $ 2.2 m
Total Employees: 23
Services: Tky
Private

Harbinger Computer Services, Inc.
1800 Century Place
Suite 340
Atlanta, GA 30345
(404) 320-1636
Tycho Howle, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 20
Services: Network AppSW
Private

Hayes Microcomputer Products, Inc.
P.O. Box 105203
Nilanta, GA 30348
(404) 449-8791
Dennis Hayes, President
Private

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Information Systems of America, Inc.
500 Northridge Road
Atlanta, GA 30338
(404) 587-6800
Don Graham, President
Is Revenue FYE 12/87 : $ 14.4 m
Total Employees: 211
Services: Pfs AppSW
Parent Company: United Telecommunications, Inc.

Interactive Financial Services, Inc.
1600 Parkwood Circle
Atlanta, GA 30339
(404) 952-4721
Peter E. Dios, Presidentt
Total Revenue FYE 01/87 (Est) : $ 40.0 m
Is Revenue (Est) : $ 40.0 m
Total Employees: 750
Services: Proc AppSW
Private

Interactive Planning Systems
1800 Century Blvd.Suite 800
Suite 80
Atlanta, GA 30345
(404) 320-1534
Jerry Weiner, President
Total Employees: 25
Services: AppSW
Private

KnowledgeWare, Inc.
3340 Peachtree Road
Northeast
Atlanta, GA 30026
(404) 231-8575
Fran Tarkenton, Chairman
Total Revenue FYE 06/88 (Est) : $ 15.0 m
Total Employees: 110
Services: AppSW
Private

Leadtrack Services
595 Colonial Park Dr., Suite 302
Roswell, GA 30075
(404) 587-0412
Norman R. Koltys, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 6
Services: AppSW
Private

Magee Enterprises
6577 Peachtree Industrial Blvd.
Norcross, GA 30092-3796
(404) 446-6611
Services: AppSW
Private

Management Cybernetics International (MCI)
1567 Mt. Vernon Road
P.O. Box 888467
Atlanta, GA 30338
(404) 393-1144
Services: AppSW Tky
Private

Management Science America, Inc.
3445 Peachtree Road, N.E.
Atlanta, GA 30326-1276
(404) 239-2000
John P. Imlay,Jr., President
Is Revenue FYE 12/87 : $ 199.0 m
Total Employees: 2700
Services: Pfs AppSW
Public

MDSC, Inc.
2814 New Spring Road, Suite 121
Atlanta, GA 30339
(404) 436-2121
Morris M. Bradley, Chairman
Total Employees: 60
Services: Proc
Private

Mentis Corporation
700 Wendall Court S.W.
Atlanta, GA 30336
(404) 691-1183
Leonard M. Cooper, President
Total Revenue FYE 03/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 30
Services: Tky
Private

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Mindsight Software
515 Tanner Street
Carrollton, GA 30117
(404) 836-8100
Ross Shackelford, CEO
Is Revenue FYE 01/87 : $ 0.4 m
Total Employees: 3
Services: AppSW
Private

MOM Corporation (The)
1575 Northside Drive
100 Atlanta Technology Center
Atlanta, GA 30318
(404) 351-2902
Dario Taquelchel, President
Total Revenue FYE 12/85 : $ 13.2 m
Is Revenue : $ 13.2 m
Total Employees: 100
Services: SysInt Tky
Private

Morrell Systems Corporation
3098 Piedmont Rd, Suite 404
Atlanta, GA 30305
(404) 262-2298
Dick Collins, Manager
Services: Pfs AppSW
Private

National Data Corporation
National Data Plaza
Atlanta, GA 30329
(404) 728-2000
Mark Braunstein, President
Is Revenue FYE 12/87 (Est) : $ 152.6 m
Total Employees: 2800
Services: Proc
Public

National Financial Computer Systems, Inc.
P.O. Box 347
Snellville, GA 30278
(404) 972-2871
Chris Frederick, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 26
Services: AppSW SysSW
Private

Norrell Corporation
3092 Piedmont Road
Atlanta, GA 30305
(404) 262-2100

Norrell Systems Corporation
3098 Piedmont Rd., Suite 404
Atlanta, GA 30305
(404) 262-2298
David Harvin
Total Revenue (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 60
Services: Pfs AppSW
Private
Parent Company: Norrell Corporation

Ordertrack Corporation
5500 Interstate North Pkwy
Atlanta, GA 30339
(404) 951-1000
Anthony DeCouto, President
Total Revenue FYE 06/84 (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 12
Services: AppSW
Private

Petro Minerals Corporation
107 Lakes Drive
Atlanta, GA 30339
(404) 432-3490
Private

Samna Corporation
5600 Glenridge Drive
Atlanta, GA 30342
(404) 851-0007
Said Mohammadioon, President
Is Revenue FYE 12/87 : $ 11.5 m
Total Employees: 120
Services: SysSW
Public

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Software Link, Inc. (The)
3577 Parkway Lane
Atlanta, GA 30092
(404) 448-5464
Rod D. Roark, President
Is Revenue FYE 11/87 : $ 14.0 m
Total Employees: 103
Services: SysSW
Private

Southern Electric International, Inc.
100 Ashford Center North, Suite 400
Atlanta, GA 30338
(404) 261-4700
Services: AppSW
Private

Stockholder Systems, Inc.
4411 E. Jones Bridge Road
Norcross, GA 30092
(404) 441-3387
Lawrence A. Dean, President
Is Revenue FYE 03/87 : $ 18.4 m
Total Employees: 103
Services: AppSW
Public

System Works Inc. (The)
1640 Powers Ferry Road
Building 11
Marietta, GA 30067
(404) 952-8444
Dave Welden, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 85
Services: Tky
Private

Tarkenton Software, Inc.
3340 Peachtree Road, N.E., Suite 444
Atlanta, GA 30326
(404) 231-8575
Gary Gutlman, President
Total Revenue FYE 12/84 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 25
Services: AppSW
Private

TDS Healthcare Systems Corp.
5887 Glenridge Dr.
Atlanta, GA 30328
(404) 847-5000
John J. Whitehead, President
Is Revenue FYE 12/87 : $ 53.0 m
Total Employees: 550
Services: Network Pfs Proc AppSW Tky
Private

Total System Services, Inc.
P.O. Box 120
Columbus, GA 31902
(404) 649-2387
Richard W. Ussery, President
Total Revenue FYE 12/86 : $ 36.4 m
Is Revenue : $ 36.4 m
Total Employees: 425
Services: Proc
Public

TRG
250 Hammond Drive, Blg 4
Suite 100
Atlanta, GA 30328
(404) 257-9000
Private

XQ Software
4357 Park Drive
Norcross, GA 30093
(404) 923-2880
Private

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COMPUTAB, Inc.
702 W. Beretania Street, 3rd Floor
P.O. Box 3886
Honolulu, HI 96813
(808) 521-4734
Charles M. Harting, President
Total Revenue FYE 03/86 : $ 8.0 m
Is Revenue : $ 8.0 m
Total Employees: 180
Services: Pfs Proc
Private

De Faro Software Research, Inc.
1221 Kapiolani Blvd #820
Honolulu, HI 96814
(808) 545-3020
Jay Defaro, President
Services: Pfs AppSW
Private

Frontline Software, Inc.
P.O. Box 688
Kihei, Maui, HI 96753
(808) 879-9943
Paul G. Hansen, President
Total Revenue FYE 09/84 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 5
Services: Pfs AppSW
Private

Hansen Management Systems, Inc.
P.O. Box 688
Kilhei, HI 96753
(808) 879-9943
Private

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Boise Cascade Computing
One Jefferson Square
Boise, ID 83728
(208) 384-6100
Jon Miller, President
Services: Proc
Parent Company: Boise Cascade Corporation

Boise Cascade Corporation
One Jefferson Square
Boise, ID 83728
(208) 384-6161
Jon H. Miller, President
Public

Decision Point, Inc.
1755 Westgate Drive
Boise, ID 83704
(208) 336-2281
Larry Chase, President
Is Revenue FYE 01/87 : $ 0.2 m
Total Employees: 2
Services: SysSW
Private

E.I. International
One Energy Drive
Idaho Falls, ID 83401
(208) 529-1000
Craig Christesen, President
Is Revenue FYE 09/87 : $ 22.0 m
Total Employees: 250
Services: Pfs AppSW SysSW
Private

Learned-Mahn, Inc.
1109 Main Street
Suite 333
Boise, ID 83701-1488
(208) 336-2281
Nancy Learned
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Prodata Inc.
4477 Emerald, Suite C-100
Boise, ID 83706
(208) 342-6878
Bill Basham, President
Total Employees: 45
Services: Pfs AppSW Tky
Private

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CAMS 1988
Directory of Information Services Companies
State of Illinois

ABACUS Data Systems
3166 Des Plains Avenue, Suite 32
Des Plains, IL 60018
(312) 298-8780
Eddie Lee, President
Total Revenue FYE 10/85 : $ 3.0 m
Total Employees: 35
Services: AppSW Tky
Private

A.B. Dick Company
5700 West Touhy Ave
Chicago, IL 60648
(312) 647-8800

ABS Associates, Inc.
3550 Salt Creek Lane
Arlington Heights, IL 60005
(312) 577-7752
Tom Mitchell, President
Total Revenue FYE 12/85 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 12
Services: AppSW Tky
Private

Access Telecommunications Corporation
3010 A Woodcreek Drive
Downers Grove, IL 60516
(312) 960-4455
Jon McAlear, President
Total Revenue FYE 06/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 35
Private

Accountants Computer Network, Inc.
565 Brainard, Suite 102
La Grange, IL 60525
(312) 354-8988
Ken Kendricks, President
Total Employees: 3
Private

A.C. Nielsen Company
Nielsen Plaza
Northbrook, IL 60062
(312) 498-6300
N. Eugene Harden, President
Parent Company: Dun & Bradstreet Corporation (The)

Advanced Business Computing
1580 Northwest Highway
Parkridge, IL 60068
(312) 298-0997
Private

Advanced System Applications, Inc.
One ASA Plaza
Bloomingdale, IL 60108
(312) 893-9055
John W. Blaney
Is Revenue FYE 12/87 : $ 60.0 m
Total Employees: 858
Services: Proc
Private

Advanced Systems, Inc.
1751 West Diehl Road
Arlington Heights, IL 60540
(312) 369-3000
William R. Roach, President
Is Revenue FYE 12/87 : $ 175.0 m
Total Employees: 803
Services: Pfs AppSW
Public

Advent On-line Knowledge, Inc.
1305 Wiley Road
Suite 133
Schaumburg, IL
(312) 884-6800
Vira Van, President
Total Revenue FYE 01/84 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 2
Services: Pfs Proc AppSW
Private

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Albert Ramond and Associates
5005 Newport Drive
Suite 600
Rolling Meadows, IL 60008
(312) 577-6868
J. Joseph McGuan, President
Total Revenue FYE 10/87 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Alcar Group, Inc. (The)
5215 Old Orchard Road
Suite 600
Skokie, IL 60077
(312) 967-4200
Alfred Rappaport, Founder
Total Employees: 45
Private

Alumni Computer Group, Inc.
155 N. Michigan Avenue
Suite 722
Chicago, IL 60601
(312) 856-1122
R. Plashkes
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Services: AppSW
Private

Amaray Packaging Corporation
3627 Stern Avenue
St. Charles, IL 60174
(312) 377-3999
Private

Amer-Cal, Inc.
115 E. University Drive
Arlington Heights, IL 60004
(312) 398-4700
Thomas Cotteleer, President
Total Revenue FYE 12/84 (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 75
Private

American Franklin Company
Franklin Square
Springfield, IL 62713
(217) 528-2011
James N. Cranwill, Manager
Total Revenue FYE 12/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Services: Proc
Parent Company: American Brands, Inc.

American Hospital Supply Corp. (AHS)
One American Plaza
Evanston, IL 60201
(312) 473-1400
Michael Heschel, President
Parent Company: Baxter Healthcare Corporation

American Information Services, Inc.
Halsted at 17th Street
Chicago, IL 60411
(312) 755-3770
Roger A. Sampson, President
Total Revenue FYE 12/85 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 55
Services: Proc
Private

AMERITECH CORPORATION
30 South Wacker Drive
Chicago, IL 60606
(312) 750-5000
Total Revenue FYE 12/86 : $ 9362.1 m
Public

Amherst Associates Inc.
150 South Wacker Drive
Chicago, IL 60606
(312) 368-1800
M. King Deets, President
Total Revenue FYE 12/84 : $ 30.0 m
Total Employees: 425
Services: Pfs Proc
Public

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Andersen Consulting
33 W. Monroe St.
Chicago, IL 60603
(312) 580-0033
Duane R. Kullberg, Chief Executive Officer
Total Employees: 8700
Services: Pfs AppSW SysSW SysInt
Private

Application Research
333 East State Street Suite 103
Rockford, IL 61104
(815) 962-8836
John Jencks, President
Total Revenue FYE 03/86 : $ 1.1 m
Is Revenue : $ 1.1 m
Total Employees: 15
Services: Tky
Private

Applied Information Development, Inc.
823 Commerce Drive
Oak Brook, IL 60521
(312) 654-3030
Steve Holland, President
Total Revenue FYE 12/86 : $ 25.0 m
Is Revenue : $ 23.8 m
Total Employees: 325
Services: Pfs AppSW
Private

Applied Learning International, Inc.
1751 W. Diehl Road
Naperville, IL 60540
(312) 369-3000
H. David Bright
Is Revenue FYE 01/87 (Est) : $ 180.0 m
Total Employees: 1200
Services: Pfs AppSW
Public
Parent Company: National Education Corporation

A.P.S. Research, Inc.
1062 West Taylor Street
Chicago, IL 60607
(312) 666-3352
Private

Advanced System Applications (ASA)
1 ASA Plaza
P.O. Box 385
Bloomingdale, IL 60108
(312) 893-9055
John W. Blaney, President
Is Revenue FYE 12/87 : $ 58.0 m
Total Employees: 750
Services: Proc AppSW
Private

A.T. Kearney
222 S. Riverside Plaza
Chicago, IL 60606
(312) 648-0111
Fred Steingraber, President
Services: Pfs
Private

ATM Network Management Corporation
2901 Finley Rd.
Downers Grove, IL 60515
(312) 932-9555
E.L. Smith, President
Total Revenue FYE 12/84 : $ 2.3 m
Is Revenue : $ 2.3 m
Total Employees: 60
Services: Proc Tky
Private

Autovative Computer Extensions, Inc.
1300 Iroquois Drive, Suite 250
Naperville, IL 60540
(312) 983-5555
Rodney B. Kohler, President
Total Revenue FYE 05/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 10
Services: Pfs AppSW
Private

Bakco Data, Inc.
1417 Lake Cook Rd., Suite 100
Deerfield, IL 60015
(312) 940-8330
Jerry D. Baker, President
Total Employees: 20
Private

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Baxter Healthcare Corporation
One Baxter Parkway
Deerfield, IL 60015
(312) 948-2000
Public

Baxter International Inc.
One Baxter Parkway
Deerfield, IL 60015
(312) 948-2000
Karl D. Bays
Total Employees: 1800
Services: Pfs Proc AppSW Tky
Public

Benton, Schneider & Associates, Inc.
100 Park Street
Naperville, IL 60540
(312) 357-3131
William Benton, President
Total Revenue FYE 09/85 : $ 2.4 m
Is Revenue : $ 1.7 m
Total Employees: 20
Services: Pfs AppSW Tky
Private

Betacom, Inc.
85 W. Algonquin Road, Suite 190
Arlington Heights, IL 60005
(312) 956-1050
Donald A. Snyder, Operation Manager
Total Employees: 5
Private

BICC Systems, Inc.
1033 West Van Buren Street
Chicago, IL 60607
(312) 666-2422
Jon R. Guenther, President
Total Revenue FYE 04/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 25
Private

Blackhawk Data Corporation
307 N. Michigan Avenue
Chicago, IL 60601
(312) 236-8473
Services: AppSW
Private

Borg Warner Corporation
200 South Michigan Avenue
Chicago, IL 60604
(312) 322-8500
Public

Brokerage Systems, Inc.
10 S. Riverside Plaza
Chicago, IL 60606
(312) 559-0250
John Munro, President
Total Revenue (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.4 m
Total Employees: 12
Services: Pfs AppSW SysInt
Private

Bruning
1800 Bruning Dr., West
Itasca, IL 60143
(312) 351-2900
Thomas D. Rooney, President
Total Revenue FYE 07/86 (Est) : $ 30.0 m
Total Employees: 300
Services: Tky

Business Computer Design, Inc.
900 Jorie Boulevard
Suite 280
Oak Brook, IL 60521
(312) 920-1175
L. Serdra, President
Total Revenue FYE 09/85 : $ 1.5 m
Total Employees: 20
Services: AppSW
Private

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Business Model Systems, Inc.
700 Ogden Ave.
Westmont, IL 60559
(312) 789-9160
Max Beathy, President
Is Revenue FYE 01/87 (Est) : $ 0.8 m
Total Employees: 20
Services: AppSW
Private

Byad, Inc.
85 W. Algonquin Road
Arlington Heights, IL 60005
(312) 228-3400
Jeffrey Fisher, President
Total Revenue FYE 06/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 20
Private

C.A.D. Design Systems, Inc. (CDSI)
1305 Remington Road, Suite D
Schaumburg, IL 60173
(312) 882-0114
Marmon Pine, President
Is Revenue FYE 09/87 : $ 3.5 m
Total Employees: 18
Services: Pfs AppSW SysInt Tky
Private

CADLINC, Inc.
700 Nicholas Blvd.
Elk Grove Village, IL 60007
(312) 228-7300
John H. West, President
Private

CAPSCO Software International
100 West 22nd Street
Lombard, IL 60148
(312) 495-8620
Herb Kerns, Chairman
Private

CARA Corporation
1901 South Meyers Road
Oak Brook Terrace, IL 60148
(312) 953-0600
Anthony Durkin, President
Total Employees: 100
Services: Pfs
Private

Care Information Systems, Inc.
2924 Stanton Ave.
Springfield, IL 62703
(217) 529-0255
John Struckhoff, President
Total Revenue FYE 02/84 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 16
Services: Pfs AppSW Tky
Public

CDI Systems, Inc.
2803 Butterfield
Oak Brook, IL 60521
(312) 574-5900
Services: AppSW
Private

Cellular Pay Phone, Inc.
234 West Willow Street
Chicago, IL 60614
(312) 664-2100
Martin Cooper, Chairman
Total Revenue FYE 12/86 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 6
Parent Company: Dyna, Inc.

Centel Corporation
O'Hare Plaza
8725 Higgins Road
Chicago, IL 60631
(312) 399-2500
Private

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Chain Store Systems, Ltd.
303 E. Wacker Dr., Suite 1900
Chicago, IL 60601
(312) 938-0171
Charles C. Fitzmorris, President
Total Revenue FYE 12/84 : $ 4.4 m
Is Revenue : $ 4.4 m
Total Employees: 25
Services: AppSW
Private

Chicago-Soft, Ltd.
738 N. LaSalle, Suite 2
Chicago, IL 60610
(312) 525-6400
Peter McLaughin, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 12
Services: SysSW
Private

CHI/COR Information Management, Inc.
10 South Riverside Plaza
Chicago, IL 60606
(312) 454-9670
K. F. Effgen
Total Employees: 13
Private

Christensen Computer Company, Inc.
1955 Shermer Road, Suite 100
Northbrook, IL 60062
(312) 480-0881
Alan D. Christensen, CEO
Total Revenue FYE 01/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Cimlinc, Inc.
700 Nicholas Blvd.
Elk Grove Village, IL 60007
(312) 228-7300
John H. West, President
Is Revenue FYE 09/87 : $ 38.0 m
Total Employees: 230
Services: AppSW Tky
Private

Circle Computer Services
920 Remington Road
Schaumberg, IL 60195
(312) 884-2424
Joseph Conroy, President
Total Employees: 50
Private

Code Writer
5605 W. Howard
Niles, IL 60648
(312) 647-1270
Warren Shore, President
Total Revenue FYE 03/84 : $ 2.5 m
Total Employees: 22
Services: AppSW
Private

Comdisco Disaster Recovery Services, Inc.
6400 Shafer Court
Rosemont, IL 60018
(312) 698-3000
Raymond R. Hepp, President
Total Revenue FYE 09/87 : $ 39.3 m
Is Revenue : $ 39.3 m
Services: Proc
Parent Company: Comdisco, Inc.

Comdisco, Inc.
6400 Shafer Court
Rosemont, IL 60018
(312) 698-3000
Kenneth Pontikes
Total Revenue : $ 1153.0 m
Public

Commerce Clearing House, Inc.
4025 West Patteron Ave.
Chicago, IL 60646
(312) 583-8500
Richard T. Merrill, President
Total Revenue FYE 12/86 : $ 519.4 m
Is Revenue : $ 130.9 m
Services: Proc
Public

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Commercial Resources Corporation
400 S. Main Street
Naperville, IL
357-1800
Al Schuster
Total Employees: 100
Services: Proc SysInt
Private

Computer Innovations
55 E. Jackson, Suite 1515
Chicago, IL 60654
(312) 663-5930
Jean Franz, President
Total Revenue FYE 12/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 20
Services: AppSW
Private

Computerized Forms Management, Inc.
880 N. York Rd
Elmhurst, IL 60126
(312) 530-1023
Jerome S. Ward, President
Total Employees: 12
Services: AppSW
Private

Computer Technology Group
310 S. Michigan Avenue
Chicago, IL 60604
(312) 987-4084
John DeAno, President
Services: Pfs
Private

Consumer Systems Corporation
2 E. 22nd Street
Lombard Grove, IL 60148
(312) 495-8822
Rayman Dionisio, President
Is Revenue FYE 01/87 (Est) : $ 1.5 m
Total Employees: 17
Services: SysSW
Private

Contrax Systems, Inc.
3365 G. N. Arlington Heights Rd.
Arlington Heights, IL 60004
(312) 870-1555
Lawrence C. May, President
Total Revenue FYE 10/84 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 8
Services: Pfs AppSW
Private

Courseware Applications, Inc.
475 Devonshire Drive
Champaigne, IL 61820
(217) 359-1878
George Trainer, President
Is Revenue FYE 03/87 : $ 0.3 m
Total Employees: 4
Services: Pfs AppSW
Private

COVIA
9700 W. Higgins Road
Rosemont, IL 60018
(312) 518-4000
Barry Kotar
Total Revenue FYE 01/87 (Est) : $ 400.0 m
Is Revenue : $ 400.0 m
Total Employees: 3000
Services: Network

Cyborg Systems, Inc.
2 N. Riverside
CHICAGO, IL 60606
(312) 454-1865
Michael D. Blair, President
Is Revenue FYE 02/87 : $ 12.0 m
Total Employees: 110
Services: AppSW
Private

Database Technology Corporation
21 N. Skokie Hwy
Lake Bluff, IL 60044
(312) 244-8360
Raymond Hirch, President
Total Revenue (Est) : $ 0.6 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 10
Services: AppSW
Private

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Datalogics, Inc.
325 W. Huron Street
Chicago, IL 60610
(312) 266-4444
Steven Brown, President
Total Employees: 100
Services: Pfs
Private

Data One World Corporation
615 Academy Drive
Northbrook, IL 60062
(312) 564-5060
William Moulds, President
Private

Data-Tax, Inc.
710 East Ogden Avenue
Naperville, IL 60540
(312) 369-2414
Richard Stvan, President
Total Employees: 8
Services: AppSW
Private

DBMS, Inc.
600 Olympian Office Center
4343 Commerce Court
Lisle, IL 60540
(312) 961-5700
Andrew J. Filipowski, President
Is Revenue FYE 01/87 : $ 16.0 m
Total Employees: 210
Services: Pfs AppSW
Private

Deltak
1751 DIEHL RD.
NAPAVILLE, IL 60540
(312) 369-3000
Harry Gaines, President
Total Revenue FYE 12/84 (Est) : $ 35.0 m
Is Revenue (Est) : $ 29.8 m
Services: Pfs
Private

Design and Programming Services, Inc.
1701 East Woodfield Road #740
Schaumburg, IL 60173
(312) 240-1911
Larry Flora, President
Is Revenue FYE 01/87 (Est) : $ 0.7 m
Total Employees: 45
Services: Pfs
Private

Design Software, Inc.
1275 W. Roosevelt Road
West Chicago, IL 60185
(312) 231-4540
Gordon Landies, President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 30
Services: SysSW
Parent Company: DS Technologies, Inc.

Distribution Sciences, Inc.
1350 E. Touhy Avenue, Suite 300
Des Plaines, IL 60018
(312) 635-0200
Steve R. Smith
Is Revenue FYE 06/87 : $ 2.7 m
Total Employees: 25
Services: Pfs Proc AppSW
Private

Esca, Inc.
Chicago, IL
Private

Financial Technology, Inc.
612 N. Michigan Avenue, Suite 805
Chicago, IL 60611
(312) 280-0600
Jerome E. Franckowiek, President
Total Revenue FYE 09/84 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 20
Services: AppSW
Private

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Friedman & Associates
108 Wilmot Road
Deerfield, IL 60015
(312) 948-7180
Herb Friedman, President
Total Revenue FYE 07/85 : $ 2.0 m
Is Revenue : $ 1.8 m
Total Employees: 28
Services: Pfs AppSW Tky
Private

General Optimization Inc.
2251 North Geneva Terrace
Chicago, IL 60614
(312) 248-7300
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Services: AppSW
Private

GIS Information Systems
815 Commerce Drive
Oakbrook, IL 60521
(312) 574-3636
Frank J. Burns, President
Is Revenue FYE 12/87 : $ 12.0 m
Total Employees: 56
Services: Proc
Private

Global Information Systems Technology, Inc.
1800 Woodfield Drive
Savoy, IL 61874
(217) 352-1165
Thomas Chen, Ph.D., President
Is Revenue FYE 12/87 : $ 4.4 m
Total Employees: 45
Services: Pfs AppSW Tky
Private

Gould, Inc.
10 Gould Center
Rolling Meadows, IL 60008
(312) 640-4000
James F. McDonald
Is Revenue FYE 01/87 : $ 200.0 m
Services: SysSW
Public

IDC Services, Inc.
303 East Ohio Street
Chicago, IL 60611
(312) 943-7500
Lawrence J. Berkowitz, President
Total Revenue FYE 12/86 : $ 46.3 m
Is Revenue : $ 27.7 m
Total Employees: 600
Services: Proc
Public

Information Resources, Inc.
150 N. Clinton St.
Chicago, IL 60606
(312) 726-1221
Gian Fulgoni, President
Total Employees: 2000
Services: Network AppSW
Public

Integrated Business Systems
2030 Timberbrook Drive
Springfield, IL 62702
(217) 546-8828
Mark Yow, President
Total Revenue FYE 03/88 (Est) : $ 2.0 m
Total Employees: 20
Services: Pfs Proc Tky
Private

Internet Systems Corp.
200 W. Madison St.
Suite 1700
Chicago, IL 60606
(312) 630-0050
W. Ronald Mahoney, President
Is Revenue FYE 01/87 (Est) : $ 15.0 m
Total Employees: 125
Services: AppSW
Private

James H. Lowry & Associates
303 E. Wacker Dr.
Chicago, IL 60601
(312) 861-1800
James H. Lowry, President
Total Revenue : $ 1.7 m
Is Revenue : $ 1.7 m
Total Employees: 20
Services: Pfs SysInt
Private

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Kleinschmidt, Inc.
450 Lake-cook Rd.
Deerfield, IL 60015
(312) 945-1000
Harry Gaples, President
Total Revenue FYE 12/86 : $ 6.2 m
Is Revenue : $ 6.2 m
Total Employees: 50
Services: Pfs AppSW Tky
Private

Lattice, Inc.
2500 S. Highland Avenue
Lombard, IL 60148
(312) 916-1600
Dave Schmitt, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 65
Parent Company: SAS Institute, Inc.

Levi, Ray & Shoup, Inc.
2387 W. Monroe Street
Springfield, IL 62704
(217) 793-3800
Richard Levi, President
Is Revenue FYE 07/87 : $ 6.0 m
Total Employees: 37
Services: Pfs Proc SysSW
Private

L.I.D.P.
6825 Hobson Valley Dr.
Suite 201
Woodridge, IL
(312) 369-6832
Bill Scheeker, President
Is Revenue FYE 10/87 : $ 1.4 m
Total Employees: 15
Services: AppSW
Private

Life Insurance Data Processing (LIDP Consulting Services)
6825 Hobson Valley Drive, Suite 201
Woodridge, IL 60517
(312) 369-6832
William Schnittkes, President
Is Revenue FYE 10/87 (Est) : $ 1.4 m
Total Employees: 15
Services: AppSW
Private

Lode Data Systems, Inc.
7000 W. 111th Street
Worth, IL 60482
(312) 448-8288
Brian Lode, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 11
Services: Pfs AppSW
Private

LPC, Inc.
1200 Roosevelt Road
Glenn Ellyn, IL 60137-6098
(312) 932-7000
Lawrence W. Olson, President
Total Revenue FYE 01/87 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 70
Services: Proc AppSW
Private

Lynch Data Processing
444 N. Wabash Avenue
Chicago, IL 60611
(312) 527-1077
John Lynch, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 10
Services: Proc
Private

Lyon Metal Products
PO Box 671
Aurora, IL 60507
(312) 892-8941
Public

Marine Corporation
East Old State Capitol Plaza
Springfield, IL 62701
(217) 525-9600
Private

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Marketview Software, Inc.
2020 Dean Street
Unit D-1
St. Charles, IL 60174
(312) 377-7280
Private

Mark Williams Company
1430 West Wrightwood
Chicago, IL 60614
(312) 472-6659
R. Swartz, President
Total Revenue FYE 12/84 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 30
Services: AppSW
Private

Marmon Group (The)
39 South LaSalle Street
Chicago, IL 60603
(312) 372-9500
Robert A. Pritzker, President
Is Revenue FYE 12/87 : $ 3.0 m
Total Employees: 75
Services: Pfs
Private

Martek, Inc.
825 N. Cass Avenue
Corporate Square, Suite 116
West Mont, IL 60559
(800) 323-6885
Total Revenue (Est) : $ 1.9 m
Is Revenue (Est) : $ 1.7 m
Total Employees: 25
Services: AppSW Tky
Private

May & Speh
1501 Opus Place
Downers Grove, IL 60515
(312) 964-1501
Albert Speh, President
Is Revenue FYE 09/87 : $ 30.0 m
Total Employees: 195
Services: Proc
Private

Media Computing Corporation
PO Box 185
Lombard, IL 60148
(312) 495-0121
Tony Oliveri, President
Total Employees: 12
Private

Medicus Systems Corporation
One American Plaza, 4th Floor
Evanston, IL 60201
(312) 570-7500
Jim Stewart, President
Total Revenue FYE 05/84 : $ 7.1 m
Is Revenue : $ 7.1 m
Total Employees: 120
Services: Pfs AppSW
Private

Mediflex Systems Corporation
990 Grove Street
Evanston, IL 60201
(312) 866-1500
Richard C. Jelinek, Chairman
Total Revenue FYE 05/84 : $ 28.7 m
Is Revenue : $ 27.7 m
Total Employees: 519
Services: Pfs Proc AppSW

Merrill Adwest Corporation
420 W. Grand Avenue
Chicago, IL 60610
(312) 782-1836
Charles Porter, President
Public
Parent Company: Merrill Corporation

Merrill Corporation
420 W. Grand Avenue
Chicago, IL 60610
(312) 782-1836
Charles Porter, President
Is Revenue FYE 01/87 : $ 49.4 m
Total Employees: 140
Services: Proc
Public
Parent Company: Merrill Corporation

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Microsystems Engineering Corporation
2400 W. Hassell Road, Suite 400
Hoffman Estates, IL 60195
(312) 882-0111
Everett Karles, President
Total Revenue FYE 12/ : $ 6.5 m
Is Revenue : $ 6.5 m
Total Employees: 80
Services: AppSW
Private

Mid-America Information Systems, Inc.
2603 W. 22nd St., Suite 23
Oak Brook, IL 60521
(312) 325-3600
P. Youngwith, President
Total Employees: 4
Services: Pfs AppSW Tky
Private

Mindscape, Inc.
3444 Dundee Road
Northbrook, IL 60062
(312) 480-7667
Rodger Buoy
Total Revenue FYE 01/87 : $ 2001019 m
Total Employees: 145
Services: Pfs AppSW
Public

Moore Business Forms, Inc.
1205 Milwaulkee Avenue
Glenview, IL 60025-2496
(312) 480-3000
Private

Motorola, Inc.
1303 East Algonquin Road
Schaumberg, IL 60196
(312) 397-5000
John F. Mitchell, President
Total Revenue FYE 12/86 : $ 5888.0 m
Public

MVC Corp.
11 Skokie Blvd., Suite 302
Lake Bluff, IL 60044
(312) 295-3344
Donald Cran, President
Total Revenue FYE 07/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 19
Services: Pfs AppSW
Private

Napersoft, Inc.
One Energy Center
Naperville, IL 60540-8466
(312) 420-1515
Bart Carlson, President
Services: AppSW
Parent Company: GIS Corp.

National Computer Syndicate
1300 S Wolf Road
Wheeling, IL 60090
(312) 459-6400
Private

Nims Associates, Inc.
363 South Main Street
Decator, IL 62523
(217) 423-6115
Bruce Nims, President
Is Revenue FYE 10/87 (Est) : $ 5.3 m
Total Employees: 33
Services: Pfs
Private

Nissei Sangyo America, Ltd.
1701 Golf Rd.
Rolling Meadows, IL 60008
(312) 981-8989
Nathan Konecky, President
Total Revenue FYE 09/86 : $ 6.9 m
Is Revenue : $ 6.9 m
Total Employees: 162
Services: Pfs
Public

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Numerical Algorithms Group Inc.
1101 31st Street, #100
Downers Grove, IL 60515
(312) 971-2337
Brian Ford, President
Total Revenue (Est) : $ 2.5 m
Total Employees: 11
Services: AppSW
Parent Company: Numerical Algorithms Group (England)

Numeridex, Inc.
241 Holbrook Drive
P.O. Box 11000
Wheeling, IL 60090
(312) 541-8840
William Gapp, President
Total Revenue FYE 12/84 : $ 14.0 m
Is Revenue : $ 7.0 m
Total Employees: 100
Services: Pfs
Private

ODESTA Corporation
4084 Commercial Avenue
Northbrook, IL 60062
(312) 498-5615
Daniel Cheifetz, President
Total Revenue (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Services: Pfs
Private

Outlook Software, Inc.
Woodfield Lake, Suite #117
Schaumburg, IL 60195
(312) 882-6570
Robert Hunter, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 11
Services: Pfs AppSW
Private

Pace Group, Inc.
520 North 4th Street, Suite 201A
Springfield, IL 62702
(217) 528-2288
Mike Burkhardt, President
Is Revenue FYE 10/87 : $ 2.4 m
Total Employees: 20
Services: Proc
Private

Pansophic Systems, Inc.
709 Enterprise Drive
Oak Brook, IL 60521
(312) 572-6000
David J. Eskra, CEO
Total Employees: 1100
Services: AppSW SysSW
Public

PC Quote, Inc.
401 South LaSalle Street
Suite 1600
Chicago, IL 60605
(312) 786-5400
Louis J. Morgan
Total Revenue FYE 01/87 (Est) : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 60
Services: Network AppSW Tky
Public

Perle Systems, Inc.
1980 Springer Drive
Lomband, IL 60148
(312) 932-4171
Joe Perle
Total Revenue FYE 01/87 (Est) : $ 13.0 m
Is Revenue : $ 10.4 m
Total Employees: 260
Services: Network Tky
Public

Phoenix Data Processing
4648 Western Ave.
Lisle, IL 60532
(312) 810-9200
Robert Grabe, President
Total Revenue FYE 10/86 (Est) : $ 4.2 m
Is Revenue (Est) : $ 4.2 m
Total Employees: 30
Services: Proc
Private

Phoenix-Hecht Incorporated
550 Frontage Road
Northfield, IL 60093
(312) 441-9080
Larry A. Marks, President
Total Revenue FYE 10/84 (Est) : $ 3.0 m

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Polarware Inc.
1055 Paramount Pkwy., Suite A
Betavia, IL 60510
(312) 232-1984
Services: AppSW
Private

Productive Computer Systems, Inc.
233 N. Michigan Ave., Suite 1409
Chicago, IL 60601
(312) 565-2244
Dennis Lapidus, President
Total Revenue FYE 04/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Professional Computer Resources, Inc.
2 Midamerica Plaza, 4th Floor
Oak Brook, IL 60181
(312) 954-3600
J.F. Carr, President
Total Revenue FYE 07/86 : $ 22.0 m
Is Revenue : $ 22.0 m
Total Employees: 140
Services: AppSW Tky
Private

Pryor Corporation
222 William Street
Bensenville, IL 60106
(312) 860-3100
Lee Pryor, President
Total Revenue FYE 09/84 : $ 51.0 m
Is Revenue : $ 51.0 m
Total Employees: 275
Services: Pfs AppSW
Private

Psychotechnics
1900 Pickwick Ave.,PO Box 750
Glenview, IL 60025
(312) 729-5850
Private

Quality Systems Corporation
Chicago, IL 60611
Private

Quality Systems Development Corporation
645 N. Michigan Ave., Suite 638
Chicago, IL 60611
(312) 266-6060
Gregory M. Lancaster, President
Total Revenue FYE 12/84 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 27
Services: Pfs AppSW
Parent Company: Quality Systems Corporation

Rand McNally and Co.
8255 North Central Park Avenue
Skokie, IL 60076
(312) 673-9100

Realia, Inc.
10 South Riverside Plaza
Suite 1558
Chicago, IL 60606
(312) 346-0642
Total Revenue FYE 12/88 : $ 5.0 m
Total Employees: 26
Services: SysSW
Private

Resource Control Systems, Inc.
1920 North Lincoln Ave.
Chicago, IL 60614
(312) 332-0828
Robert Rosen, President
Total Revenue FYE 12/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 12
Services: AppSW
Private

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Robert F. White & Company
209 W. Jackson St.
Chicago, IL 60606
(312) 322-9600
Robert F. White, President
Total Revenue FYE 06/84 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 200
Services: Proc
Private

Robert J. Kearns, Inc.
39 Mill St.
P.O. BOX 96
Montgomery, IL 60538-0096
(312) 896-9791
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 46
Services: Proc
Private

Scheduling Corporation of America
2215 York Road, Suite 414
Oakbrook, IL 60521
(312) 323-0444
George Stout, President
Is Revenue FYE 01/87 : $ 7.0 m
Private

Science Research Associates, Inc.
155 N. Wacker Drive
Chicago, IL 60606
(312) 984-7000
John E. Guth, Jr., President
Services: AppSW
Private

SEI Information Technology
450 East Ohio Street
Chicago, IL 60611
(312) 440-8300
Fidelis Yumch, President
Total Revenue FYE 09/86 (Est) : $ 7.0 m
Is Revenue (Est) : $ 7.0 m
Total Employees: 110
Services: Pfs
Parent Company: Shields Enterprises

Shales & Young Information Systems, Inc.
405 N. Wabash Ave., Suite 507
Chicago, IL 60611
(312) 645-0808
Michael S. Young, President
Total Employees: 5
Services: Pfs
Private

SIR, Inc.
707 Lake Cook Road, #200
Deerfield, IL 60015-4909
(312) 480-9270
Berry Robinson, President
Total Employees: 15
Services: Pfs AppSW
Private

SOFTA Group, Inc. (The)
450 Skokie Blvd.
Northbrook, IL 60062
(312) 291-4000
Pat Polachek, Executive President
Total Revenue FYE 01/87 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 40
Services: AppSW
Public

SPSS, Inc.
444 North Michigan Avenue
Chicago, IL 60611
(312) 329-2400
Is Revenue FYE 12/87 : $ 26.0 m
Services: AppSW
Private

Standard Rate & Data Service, Inc.
3004 Glenview Road
Wilmette, IL 60091
(312) 256-6067
Leonard R. Kudlata, President
Parent Company: MacMillan, Inc.

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Sublogic Corp.
713 Edgebrook Drive
Champaign, IL 61820
(217) 359-8482
Stu Moment
Is Revenue FYE 09/87 : $ 5.5 m
Total Employees: 65
Services: AppSW
Private

SuperSoft, Inc.
PO Box 1628
Champaign, IL 61820
(217) 359-2112
Richard Balooca, President
Total Employees: 25
Services: AppSW
Private

Systems Management, Inc.
6300 North River Road
Rosemont, IL 60018
(312) 698-4000
George M. Ridgeway, President
Is Revenue FYE 06/87 (Est) : $ 16.0 m
Total Employees: 32
Services: Pfs AppSW
Private

Systems & Programming Resources, Inc.
1100 Jorie Blvd.
Oakbrook, IL 60521
(312) 990-4288
Eugene Siglivlio, President
Is Revenue FYE 10/87 : $ 14.0 m
Total Employees: 200
Services: Pfs SysSW
Private

Systems Software Associates, Inc.
500 W. Madison
32nd Floor
Chicago, IL 60606
(312) 641-2900
Roger Covey, President
Is Revenue FYE 01/87 : $ 30.0 m
Total Employees: 270
Services: AppSW
Public

Telecom Consultants Groups, Inc.
120 S. Riverside Plaza, 2260
Chicago, IL 60606
(312) 454-9396
William Mashek, President
Total Revenue FYE 12/84 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 20
Services: Pfs
Private

Tenman Systems, Inc.
1855 Mt. Prospect Road
Del Plaines, IL 60018
(312) 699-7500
Frank Vogel, President
Private

Thomas L. Jacobs & Associates
230 W. Monroe Street Suite 545
Chicago, IL 60606
(312) 346-0155
Richard A. Lewis, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 2.9 m
Total Employees: 72
Services: AppSW
Private

Trans Union Credit Information Co.
111 West Jackson
Chicago, IL 60604
(312) 645-6000
Alan Slitzcraft, President
Total Employees: 1900
Services: Network
Private

Treasury Strategies, Inc.
180 N. LaSalle St., Suite 1820
Chicago, IL 60601
(312) 443-0840
Cathy Rollins, President
Is Revenue FYE 12/87 (Est) : $ 1.6 m
Total Employees: 11
Services: Pfs
Private

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Vinylweld
2001 W. Hastings
Chicago, IL 60608
(312) 243-0606
Private

Weidner Communications
40 Skokie Blvd., Suite 300
Northbrook, IL 60062
(312) 564-8122
Nevil Garrett, President
Total Revenue FYE 03/85 : $ 1.7 m
Is Revenue : $ 1.1 m
Total Employees: 35
Services: AppSW Tky
Private

Wood Computer Associates, Inc.
79 W. Monroe #510
Chicago, IL 60603
(312) 368-0633
Total Revenue (Est) : $ 1.2 m
Is Revenue (Est) : $ 0.6 m
Services: Pfs AppSW
Private

Worldwide Chain Store Systems, Ltd.
303 E. Wacker Dr.
Suite 1900
Chicago, IL 60601-1901
(312) 938-0171
Is Revenue FYE 12/87 : $ 7.0 m
Total Employees: 60
Services: AppSW Tky
Private

Worldwide Communications
111 Pfingston Road
Deerfield, IL 60015
(312) 564-8122
Toshiaki Yamanoto, President
Is Revenue FYE 03/87 (Est) : $ 6.6 m
Total Employees: 12
Services: Pfs AppSW
Private

Zink and Catich, inc.
1853 Bernice Road
Lansing, IL 60438
(312) 895-0880
Private

Zylab Corporation
233 East Eric
Chicago, IL 60611
(312) 642-2201
Total Revenue : $ 1.0 m
Is Revenue : $ 0.9 m
Services: AppSW
Private

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CAMS 1988
Directory of Information Services Companies
State of Indiana

Anacomp, Inc.
11555 North Meridian St.
P.O. Box 40888
Carmel, IN 46032
(317) 844-9666
Louis P. Ferrero, President
Is Revenue FYE 09/87 : $ 104.1 m
Total Employees: 3700
Services: Pfs Proc Tky
Public

Arvin Industries, Inc.
1531 Thirteenth St.
Columbus, IN 47202
(812) 379-3000
James K. Baker, President
Public

Basic American Medical, Inc.
4000 East Southport Rd.
P.O. Box 27120
Indianapolis, IN 46227
(317) 783-5461
Public

Business Information Services, Inc.
2920 Independence
Fort Wayne, IN 46808
(219) 485-9671
Don Currie, President
Is Revenue FYE 03/87 : $ 0.6 m
Total Employees: 5
Services: AppSW
Private

CAPSCO PALLM Systems
CPS Building
4040 Vincennes Circle
Indianapolis, IN 46268
(317) 871-4700
Chris McEvoy, President
Is Revenue FYE 12/87 : $ 15.0 m
Total Employees: 140
Services: Pfs AppSW
Parent Company: Swiss Reinsurance Company

Computerized Management Decisions, Inc.
6535 E. 82nd Street, Suite 102
Indianapolis, IN 46250
(317) 842-3900
Thomas Proctor, President
Private

Datalink Systems, Inc.
1818 Commerce Dr.
P.O. Box 1316
South Bend, IN 46624
(219) 282-3300
Joseph Pitts
Parent Company: Mellon Bank

Data Processing Services, Inc.
5875 Castle Creek Pkwy
North Drive
Indianapolis, IN 46250
(317) 872-8300
Daniel Barrow, President
Total Employees: 25
Services: Proc
Private

E.F. Paynter and Associates
6140 N. College Avenue
Indianapolis, IN 46220
(317) 872-8799
Edwin F. Caynter, President
Is Revenue FYE 03/87 (Est) : $ 0.6 m
Total Employees: 5
Services: AppSW SysSW
Private

EWDP Software, Inc.
8710 Staghorn Road
P.O. Box 40283
Indianapolis, IN 46260
(317) 872-8799
Services: AppSW
Private

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General Devices Co., Inc.
1410 S. Post Rd.
P.O. Box 39100
Indianapolis, IN 46239
(317) 897-7000
Public

GTE EFT Services, Inc.
11711 North Meridian Street, Suite 210
Carmel, IN 46032
(317) 844-0119
Stephen R. Nelson, General Manager
Services: Proc
Parent Company: GTE Corporation

Harvest Computer Systems
120 N. Harrison Street
Alexandria, IN 46001
(317) 724-4429
Gary Randolph, President
Is Revenue FYE 10/87 (Est) : $ 2.0 m
Total Employees: 17
Services: AppSW
Private

Howard W. Sams Software
4300 W. 62nd St.
Indianapolis, IN 46360
(317) 298-5400
Total Revenue FYE 12/84 : $ 30.0 m
Is Revenue : $ 10.5 m
Total Employees: 500
Services: AppSW
Public

Indecon Inc.
One American Square, Suite 1325, Box 82058
Indianapolis, IN 46282
(317) 634-9482
Donald F. Breitfelder, President
Total Revenue FYE 07/84 : $ 7.0 m
Is Revenue : $ 7.0 m
Services: Pfs
Private

Management Data Communications
9701 W. Higgins Road
Rosemont, IN 60018
(312) 696-1300
Fred Coyle, Presdient
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Total Employees: 200
Services: Proc AppSW
Private

Master Software Corporation
8604 Allisonville Road #309
Indianapolis, IN 46250
(317) 842-7020
Eugen P. Schulstad, President
Is Revenue FYE 05/87 (Est) : $ 1.7 m
Total Employees: 36
Services: AppSW Tky
Parent Company: Epsilon Data Management, Inc.

Medical Management Systems, Inc.
446 West Pontial
Fort Wayne, IN 46807
(219) 456-2195
J. Richard Presser, President
Total Revenue FYE 12/85 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 10
Services: Pfs Proc Tky
Private

Medi-Span, Inc.
5980 W. 71st Street
P.O. Box 68875
Indianapolis, IN 46268
(317) 299-5980
J. Bruce Laughrey
Total Employees: 100
Services: Network AppSW
Private

Micro Data Base Systems, Inc.
P.O. Box 248
Lafayette, IN 47902
(317) 447-1122
Private

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RANAC Computer Corporation
8925 N. Merradian, Suite 201
Indianapolis, IN 46260
(317) 844-0141
Peter G. Fruehman, President
Total Employees: 15
Services: Pfs AppSW Tky
Private

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CAMS 1988
Directory of Information Services Companies
State of Iowa

ASI Computer Systems, Inc.
P.O. Box 1527
Waterloo, IA 50704
(319) 296-3620
Norman Cohn, President
Is Revenue FYE 06/87 : $ 2.4 m
Total Employees: 50
Services: SysSW Tky
Private

Banks of Iowa Computer Services, Inc.
4333 Edgewood road, NE
Cedar Rapids, IA 52406
(319) 395-6600
Brian Scott, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 145
Services: Pfs Proc
Parent Company: Banks of Iowa

Network Data Processing Corporation
200 5th Ave. Southeast
Cedar Rapids, IA 52401
(319) 398-1800
Robert H. Taylor
Total Revenue (Est) : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 70
Public

Norwest Financial Information Services Group
206 8th St.
Des Moines, IA 50309
(515) 243-2131
Richard Lovitt
Is Revenue FYE 12/87 (Est) : $ 31.0 m
Services: Proc
Parent Company: Norwest Corporation

Pioneer Hy-Bred International
11153 Aurora Avenue
Des Moines, IA 50322
(515) 245-3500
Tom Urban, President
Is Revenue FYE 09/87 : $ 3.1 m
Total Employees: 5000
Services: AppSW
Public

PLS Company
425 2nd Street S.E., Suite 1200
Cedar Rapids, IA 52401
(319) 365-5211
Von Elbert, President
Is Revenue FYE 08/87 : $ 17.0 m
Total Employees: 600
Services: Proc
Parent Company: Pioneer Hy-Bred International

TLS Company
425 Second Avenue S.E.
P.O. Box 1686
Cedar Rapids, IA 52406
(319) 365-5211
Von L. Elbert, President
Is Revenue FYE 08/87 : $ 25.0 m
Total Employees: 140
Services: Proc AppSW
Private

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CAMS 1988
Directory of Information Services Companies
State of Kansas

Automated Systems Consultants, Inc. (ASCI)
10820 W. 64th Street
Shawnee Mission, KS 66203
(913) 268-8600
A. Lee Holt, President
Total Revenue FYE 09/88 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 90
Services: Pfs
Private

Basic Solutions
505 Commercial Street
Sedgwick, KS 67135
(316) 772-5174
David A. Sellens, President
Private

Business Information Services
2100 W. 89th St.
Leawood, KS 66206
(913) 642-7373
David Ray, Chairman
Total Revenue FYE 12/85 : $ 67.0 m
Is Revenue : $ 54.0 m
Services: Proc
Private

Creative Data Systems, Inc.
9300 W. 110th Street
Building 55, Suite 150
Overland Park, KS 66201
(913) 451-4618
Dan Kroger, President
Total Revenue FYE 12/84 (Est) : $ 5.5 m
Is Revenue (Est) : $ 2.6 m
Total Employees: 49
Services: Pfs AppSW
Private

Dynatax Systems
619 E. William
Wichita, KS 67202
(316) 265-9354

Eagle Software, Inc.
P.O. Box 16
Salina, KS 67401
(913) 823-7257
Private

Innovative Software, Inc.
16011 College Blvd.
Lenexa, KS 66219
(913) 492-3800
Michael J. Brown, President
Is Revenue FYE 06/87 : $ 18.9 m
Total Employees: 250
Services: AppSW

Insurance Sales Systems
8001 West 63rd Street, Suite One
Merriam, KS 66202
(913) 722-0065
Bill Hilliard, Partner
Total Employees: 6
Private

International Micro-Systems, Inc.
4331 Merriam Drive
Overland Park, KS 66203
(913) 677-1137
William Watson, President
Is Revenue FYE 08/87 : $ 2.4 m
Total Employees: 23
Services: AppSW
Private

Knight-Ridder, Inc.
2100 W. 89th St.
Leawood, KS 66706
(913) 642-7373
Is Revenue FYE 12/87 : $ 54.0 m
Services: Network
Public

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SDMI
1900 W. 75th St., Suite 5
Prairie Village, KS 66208
(913) 362-0388
Davis Pler, President
Total Revenue FYE /86 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 20
Private

Systems Design and Management Information
1900 W. 75th Street
Prairie Village, KS 66208
(913) 362-0388
Davis Tyler, President
Total Revenue : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 19
Services: Pfs AppSW
Private

Tallgrass Technologies Corporation
11100 West 82nd Street
Overland Park, KS 66214
(913) 492-6002
Private

United Data Services, Inc.
P.O. Box 7927
Overland Park, KS
(913) 345-6246
Roderick Mark, President
Total Employees: 625
Services: Proc
Parent Company: United Telephone System

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A.L. Roark and Associates, Inc.
406 Rosemont Garden
Lexington, KY 40503
(606) 278-9581
A.L. Roark, President
Is Revenue FYE 01/87 : $ 2.3 m
Total Employees: 16
Services: AppSW
Private

Ashland Automation Services, Inc.
P.O. Box 14000
Lexington, KY 40512
(606) 268-7300
Rex S. Wolf, President
Total Revenue FYE 09/84 : $ 30.0 m
Is Revenue : $ 24.0 m
Total Employees: 258
Services: Proc Tky
Private

Bellwether Corporation
9900 Shelbyville Rd., Suite 6B
Louisville, KY 40223
(502) 426-9449
William J. Arnold, President
Total Revenue FYE 12/86 : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 17
Services: Pfs
Private

Bloodstock Research, Inc.
801 Corporate Dr.
P.O. Box 4097
Lexington, KY 40544
(606) 278-0411
Carl Rogers, Ex. V.P.
Total Revenue FYE 12/84 : $ 4.2 m
Is Revenue : $ 4.2 m
Services: Proc
Private

Computer Services, Inc.
P.O. Box 60
Paducah, KY 42002-0060
(502) 442-7361
John A. Williams, Chairman
Is Revenue FYE 02/87 : $ 12.0 m
Total Employees: 190
Services: Proc
Public

Erwin Software Corporation
P.P.O. Box 24508
Louisville, KY 40224
(502) 895-5326
Donald C. Erwin, President
Total Employees: 6
Services: Proc AppSW
Private

First National Bank Of Louisville
P.O. Box 36000
Louisville, KY 40232
(502) 581-5386
Private

IntelliTEK Computer Corporation
833 Nandino Boulevard
P.O. Box 11908
Lexington, KY 40578
(606) 259-1366
Private

Key Systems, Inc.
512 Executive Park
Louisville, KY 40207
(502) 897-3332
Thomas Palmer, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 10
Services: Pfs AppSW SysInt
Private

Mentor Systems, Inc.
962 Delaware Avenue
Lexington, KY 40505
(606) 231-0519
Dr. Thomas Gibbs, President
Total Revenue (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 70
Services: AppSW
Private

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Applied Realtime Systems, Inc.
1700 Highway 59
Mandeville, LA 70448
(504) 626-1111
John W. Thompson, President
Is Revenue FYE 12/87 : $ 2.7 m
Total Employees: 22
Services: AppSW Tky
Private

Bancroft Computer Systems
P.O. Box 1533
West Monroe, LA 71291
(318) 397-1377
Jerry Ingram, President
Is Revenue FYE 10/87 : $ 0.5 m
Total Employees: 2
Services: AppSW
Private

Blast Communications
5615 Corporate Blvd
3rd Floor
Baton Rouge, LA 70809
(504) 923-0888
Private

Communications Research Group
5615 Corporate Blvd.
Baton Rouge, LA 70808
(504) 923-0888
Daniel R. Henderson
Total Revenue FYE 12/88 (Est) : $ 7.5 m
Total Employees: 41
Services: Network
Private

Computer Library, Inc.
3225 Danny Parkway
New Orleans, LA 70151
(504) 455-5330
Daniel A. Ellis, President
Total Revenue : $ 1.5 m
Is Revenue : $ 1.0 m
Total Employees: 15
Services: Pfs
Private

DARCOR
4405 N. I-10 Service Rd.
Metairie, LA 70006
(504) 888-6297
Dennis A. Richards
Total Revenue FYE 10/88 (Est) : $ 2.5 m
Total Employees: 25
Services: Pfs AppSW SysSW Tky
Private

Data Processing Center, Inc.
3920 Howard Ave.
New Orleans, LA 70125
(504) 821-6165
John Pepperman, President
Is Revenue FYE 12/87 : $ 0.3 m
Total Employees: 21
Services: Pfs
Private

Executive Automated Systems
1919 Veterans Memorial Blvd., Suite 106
Kenner, LA 70062
(504) 469-9977
Private

Fifth Generation Systems, Inc.
11200 Industriplex Blvd
Baton rouge, LA 70809
(504) 291-7221
Barry L. Belluc, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 14.0 m
Total Employees: 80
Services: SysSW
Private

High Tech Communications
P.O. Box 8531
Metaine, LA 70011
(504) 832-0987
Private

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Medical Systems Plus, Inc.
1919 Veterans Memorial Blvd., Suite 106
Kenner, LA 70062
(504) 469-9977
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 40
Services: Pfs
Private

Picayune Publishing
920 Frenchmen Street
New Orleans, LA 70116
(504) 949-1366
Gene Stastny
Is Revenue FYE 12/87 : $ 0.7 m
Total Employees: 6
Services: Pfs
Private

Source EDP
365 Canal Street, Suite 2310
New Orleans, LA 70130
(504) 561-6000
Private

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ASC Computer Systems
100 Foden Rd., Citicorp Parkwest,
Suite
307
Portland, ME 04106
(207) 772-8620
Richard Kelley, President
Total Revenue FYE 10/86 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 15
Services: AppSW Tky
Private

Systems Assurance Corporation
16 Lafayette St.
P.O. Box 237
Yarmouth, ME 04096
(207) 846-3761
Donald Chase, President
Total Revenue FYE 10/86 : $ 1.3 m
Is Revenue : $ 1.3 m
Total Employees: 25
Services: Pfs AppSW Tky
Public

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Actuarial Computer Technology, Inc.
6410 Rockledge Drive, Suite 200
Bethesda, MD 20817
(301) 530-4400
Walter Frasier, President
Total Employees: 60
Private

Advanced Healthcare Systems, Inc.
4330 East West Highway, Suite 914
Bethesda, MD 20814
(301) 656-9411
William Pomerance, President
Total Revenue FYE 11/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 4
Services: AppSW
Private

Aid Data Systems, Inc.
P.O. Box 750
Maryland Rte. 3
Millersville, MD 21108
(301) 987-6822
Charles H. Wheatley, President
Total Employees: 22
Services: Pfs Proc AppSW Tky
Private

Airs, Inc.
335 Paint Branch Drive
College Park, MD 20742
(301) 454-2022
W. Theodore Durr
Total Revenue FYE 01/87 (Est) : $ 0.9 m
Is Revenue : $ 0.9 m
Total Employees: 8
Services: AppSW
Private

Applied Computer Associates, Inc.
16220 Frederick Road
Suite 100
Gaithersburg, MD 20877
(301) 948-0256
Total Employees: 11
Services: Network Proc AppSW SysSW
Private

Applied Management Sciences
962 Wayne Ave., Suite 701
Silver Springs, MD 20910
(301) 585-8181
Todd Tucker, President
Total Revenue FYE 09/84 : $ 1.0 m
Is Revenue : $ 0.3 m
Total Employees: 200
Services: Pfs
Private

Applied Management Systems, Inc.
7315 Wisconsin Ave., #601E
Bethesda, MD 20814
(301) 654-0711
Jerry Johnson, President
Total Revenue FYE 02/86 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 90
Services: Pfs AppSW
Private

Aquas, Inc.
5008 Dalton Road
chevy Chase, MD 20815
(301) 654-4000
Total Revenue : $ 0.3 m
Is Revenue : $ 0.3 m
Services: Pfs Proc
Private

Aspen Systems Corporation
1600 Research Blvd.
Rockville, MD 20550
(301) 251-5000
Alber Lampert, President
Parent Company: Walters Samson Group

Authorization Systems Inc.
11400 Rockville Pike, Ste 510
Rockville, MD 20852
(301) 770-1625
Harry Saxon, President
Total Employees: 80
Private

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Automated Sciences Group, Inc.
700 Roeder Road
Silver Spring, MD 20910
(301) 587-8750
Conrad Hipkins, Chairman
Is Revenue FYE 01/87 : $ 60.0 m
Total Employees: 550
Private

Automation Counselors, Inc.
5728 Industry Lane
P.O. Box 3917
Frederick, MD 21701
(301) 663-3700
Ross H. Benitez
Is Revenue FYE 12/87 : $ 1.9 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

Balance Computer Corporation
3-H Nashua Court
Baltimore, MD 21221
(301) 667-1400
Thomas A. Mannings, President
Total Revenue FYE 04/86 : $ 0.9 m
Is Revenue : $ 0.8 m
Total Employees: 14
Services: Pfs Tky
Public

Benefacts, Inc.
300 East Joppa Road
Baltimore, MD 21204
(301) 296-5500
Robert R. Baker,Jr., Managing VP
Total Employees: 110
Services: Pfs Proc AppSW
Parent Company: Alexander & Alexander, Inc.

Berul Associates, Ltd.
1530 E. Jefferson Street
Rockville, MD 20852
(301) 984-9400
Lawrence H. Berul, President
Total Revenue FYE 12/84 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 30
Services: Pfs
Private

Bidnet
5 Choke Cherry Road
Rockville, MD 20850
(301) 330-7000
Private

B.K. Dynamics
3204 Monroe Street Box 6012
Rockville, MD 20850
(301) 984-7300
John Proctord, Vice President
Total Employees: 110
Services: Pfs AppSW SysInt Tky
Private

Capital Systems Group, Inc.
1803 Research Blvd.
Suite # 600
Rockville, MD 20850
(301) 262-1200
Raj Shah, Chairman
Total Revenue FYE 07/84 : $ 6.6 m
Is Revenue : $ 6.6 m
Total Employees: 100
Services: Pfs AppSW Tky
Private

Centel Business Information System
5515 Security Lane
Suite 1100
Rockville, MD 20852
(301) 984-3636
Carl English, President
Total Revenue FYE 09/84 : $ 50.0 m
Total Employees: 375
Services: Pfs AppSW Tky

Centel Business Information Systems, Inc.
6000 Executive Blvd.
Rockville, MD 20852
(301) 984-3636
Carl English
Total Employees: 370
Services: SysInt
Public
Parent Company: Centel Corporation

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Comp-U-Staff, Inc.
One Investment Place
Towson, MD 21204
(301) 828-0788
Kathleen Cornell, President
Is Revenue FYE 12/87 : $ 16.0 m
Total Employees: 300
Services: Pfs
Private

Computer Data Systems, Inc.
One Curie Court
Rockville, MD 20850
(301) 921-7000
Clifford M. Kendall, President
Is Revenue FYE 06/87 : $ 61.1 m
Total Employees: 1450
Services: Pfs Proc AppSW SysInt Tky
Public

Contel ASC
1801 Research Blvd.
Rockville, MD 20850
(301) 251-8300
George P. Roberts, President
Services: Network
Parent Company: Contel Corporation

Cordatum, Inc.
4720 Montgomery Lane
Bethesda, MD 20814
(301) 652-5424
Merle C. Garvis, President
Total Revenue FYE 12/86 : $ 1.0 m
Is Revenue : $ 1.0 m
Services: Pfs AppSW
Public

Creative Processing Systems
8800 Edgeworth Drive
Capitol Heights, MD 20143
(301) 350-5600
Phillip F. Sheats, President
Total Revenue FYE 02/85 : $ 9.0 m
Is Revenue : $ 9.0 m
Total Employees: 65
Services: Proc
Private

Data Management Services
Box 333
211 North Market Street
Frederick, MD 21701
(301) 293-2282
Michael O'Flanerty, President
Total Employees: 8
Private

Data Processing Support Corporation
809 Glencagles Ct., Suite 213
Towson, MD 21204
(301) 321-8444
Walter Frizzell, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 25
Services: Pfs
Public

Designed Applications
P.O. Box 2335
Columbia, MD 21045
(301) 490-3121
Lucy Howlin, VP of Marketing
Total Employees: 5
Services: AppSW
Private

Dialcomm, Inc.
1109 Spring St.
Silver Spring, MD 20910
(301) 588-1572
John Morris, President
Is Revenue FYE 12/87 : $ 29.0 m
Total Employees: 250
Services: Network Pfs AppSW
Parent Company: British Telecom

Digital Video Processing, Inc.
2401 Research Blvd. #101
Rockville, MD 20850
(301) 670-9282
Private

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DISC, Inc.
1314 Bedford Avenue
Baltimore, MD 21208
(301) 486-0410
Albert M. Harris, President
Is Revenue FYE 12/87 : $ 7.0 m
Total Employees: 110
Services: AppSW
Public

Disclosure
5161 River Road
Bethesda, MD 20816
(301) 951-1300
Steve Goldspeil, President
Is Revenue FYE 12/87 : $ 15.0 m
Total Employees: 300
Services: Pfs
Private

EDI, Inc.
19630 Clubhouse Road
Gaithersburg, MD 20879
(301) 670-0811
Ralph Motto, President
Is Revenue FYE 12/87 (Est) : $ 3.2 m
Total Employees: 24
Services: Tky
Private

Falcon Data, Inc.
5272 River Road
Bethesda, MD 20816
(301) 961-2000
Private

Falcon Systems, Inc.
5272 River Road
Bethesda, MD 20816
(301) 961-2000
Is Revenue FYE 12/87 : $ 41.0 m
Total Employees: 200
Services: Pfs SysInt Tky
Private

GE Information Services
401 North Washington St.
Rockville, MD 20850
(301) 340-4000
Services: Network Pfs Proc AppSW
Parent Company: General Electric Company

General Communications, Inc.
11301 Rockville Pike
Kensington, MD 20845
(301) 231-7000
V. Berlin, Vice President
Total Revenue FYE 12/85 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.4 m
Total Employees: 17
Services: Pfs Proc
Private

Global Health Systems, Inc.
1701 Research Blvd.
Rockville, MD 20850
(301) 258-9212
Alan Gold, President
Total Revenue FYE 12/88 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 18
Services: Tky
Public

Group 1 Software, Inc.
6404 Ivy Lane, Suite 500
Greenbelt, MD 20770
(301) 982-2000
Robert Bowen, President
Is Revenue FYE 03/87 (Est) : $ 8.5 m
Total Employees: 75
Services: AppSW
Public
Parent Company: Comnet

Gryphon Microproducts
P.O. Box 4104
Silver Springs, MD 20904
(301) 384-6868
Private

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Integrated Microcomputer Systems, Inc.
2 Reasearch Place
Rockville, MD 20850
(301) 948-4790
John Yeh, President
Is Revenue FYE 01/87 : $ 6.0 m
Private

Intelus, Inc.
3204 Monroe Street
Rockville, MD 20852
(301) 984-6363
Jan Lodel, President
Is Revenue FYE 07/87 (Est) : $ 3.5 m
Total Employees: 26
Services: Pfs SysInt Tky
Private

InterCAD Corporation
2525 Riva Road
Annapolis, MD 21401
(301) 261-8530
Charles O. Heller, President
Total Revenue FYE 12/84 : $ 3.9 m
Is Revenue : $ 3.7 m
Total Employees: 43
Services: Tky
Public
Parent Company: ERC International, Inc.

Kennerly Associates, Inc.
6302 Merna Lane
Lanham, MD 20706
(301) 441-1390
Raymond G. Kennerly II, President
Total Revenue FYE 03/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 11
Services: Pfs Proc AppSW Tky
Private

Martin Marietta Corporation
6801 Rockledge Drive
Bethesda, MD 20817
(301) 897-6000
Total Revenue FYE 01/87 : $ 4752.5 m
Public

Martin Marietta Data Systems
6303 Ivy Lane
Greenbelt, MD 20770
(301) 982-6500
Frederick H. Hudoff, President
Total Revenue FYE 01/87 : $ 467.4 m
Total Employees: 5500
Services: Pfs Proc AppSW
Parent Company: Martin Marietta Corporation

Martin Marietta Information Systems Group
6801 Rockledge Drive
Bethesda, MD 20817
(301) 897-6000
Total Employees: 10000
Services: Pfs Proc AppSW SysInt Tky
Parent Company: Martin Marietta Corporation

Maryland Casualty Co.
3910 Keswick Road
Baltimore, MD 21203
(301) 366-1000
Public

Merkle Computer Systems, Inc.
5200-E Philadelphia Way
Lanham, MD 20706
(301) 459-9700
Harvey Blanton
Total Employees: 25
Services: Proc
Private

MicroCall Services
P.O. Box 650
Laurel, MD 20707
(301) 776-5253
Services: AppSW
Private

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National College Services
600 South Frederick Ave.
Gaithersbutg, MD 20877
(301) 258-0717
Dr. Herman Davis, President
Is Revenue FYE 01/87 (Est) : $ 2.7 m
Total Employees: 20
Services: Pfs Proc
Private

National Com-Serv, Inc.
451 Hungerford Drive
Rockville, MD 20850
(301) 251-1880
Larry Bucklew, President
Is Revenue FYE 12/87 : $ 8.0 m
Total Employees: 130
Services: Pfs Proc
Private

National Guest Systems Corporation
4405 East-West Hwy. Suite 510
Bethesda, MD 20814
(301) 656-8525
David Burroughs, President
Total Employees: 20
Services: Pfs AppSW Tky
Private

OAO Corporation
7500 Greenway Center
Greenbelt, MD 20770-3585
(301) 345-0750
Cecile deListle Barker, President
Is Revenue FYE 06/87 : $ 78.0 m
Total Employees: 1400
Services: Pfs Proc SysInt
Private

Online Computer Systems, Inc.
20251 Century Blvd.
Germantown, MD 20874
(301) 428-3700
William H. Ford,Jr., President
Is Revenue FYE 03/87 : $ 9.0 m
Total Employees: 150
Services: Proc AppSW SysInt Tky
Parent Company: Reed International PLC

Optic Graphics, Inc.
101 Dover Road
Glenburnie, MD 21061
(301) 768-3000
Private

Opus Corporation (The)
20251 Century Boulevard
GermanTown, MD 20874
(301) 428-3222
Keith R. McCall, President
Total Revenue FYE 04/86 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 55
Services: Pfs AppSW
Private

ORI-Calculon Corporation
2440 Research Blvd.
Rockville, MD 20850
(301) 258-5300
Norman Alexander
Total Employees: 850
Services: Pfs
Public

Oriole Software, Inc.
8600 La Salle Road
Oxford Building Suite 630
Towson, MD 21204
(301) 823-0551
Dave Fernald
Is Revenue (Est) : $ 4.5 m
Total Employees: 50
Services: AppSW Tky
Private

Penta Systems International, Inc.
309 East Federal St.
Baltimore, MD 21202
(301) 685-7258
C. Victor Meyer
Is Revenue FYE 01/87 : $ 22.0 m
Total Employees: 140
Services: Tky
Public

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PHH Group, Inc.
11333 McCormack Road
Hunt Valley, MD 21031
(301) 771-1900
Private

Phillips Publishing
7315 Wisconsin Avenue, Suite 1200N
Bethesda, MD 20814
(301) 986-0666
Private

Photo Data, Inc.
12104 J Indian Creek Court
Beltsville, MD 20705
(301) 953-2112
F. Scott Watkins, President
Total Revenue FYE 12/86 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 28
Services: AppSW
Public

PSA & CPS, Inc.
8800 Edgeworth Drive
Capitol Heights, MD 20743
(301) 350-5600
Mel Fox, President
Total Revenue FYE 02/86 (Est) : $ 17.5 m
Is Revenue (Est) : $ 17.5 m
Total Employees: 250
Services: Proc
Private

Punch Card Processing Co.
6875 New Hampshire Ave.
Takoma Park, MD 20912
(301) 270-1887
John Layman, President
Total Employees: 2
Services: Proc
Private

Sachs/Freeman Associates, Inc.
1401 McCormick Drive
Landover, MD 20785
(301) 925-9400
Ernest Freeman, President
Is Revenue FYE 02/87 : $ 22.5 m
Total Employees: 350
Services: Network Pfs Proc SysSW SysInt Tky
Private

Sage Federal Systems, Inc.
20 West Guide Road
Rockville, MD 20850
(301) 294-1000
Howard M. Arnold, President
Is Revenue FYE 01/87 : $ 29.8 m
Total Employees: 250
Services: Pfs
Private

Sage Software, Inc.
3200 Monroe St.
Rockville, MD 20852
(301) 230-3200
Kevin J. Burns, President
Is Revenue FYE 04/87 : $ 14.7 m
Total Employees: 100
Services: SysSW
Public

Scicon Corporation
6701 Rockledge Drive
Becheata, MD 20817
(301) 571-1000
Total Employees: 3500
Parent Company: British Petroleum Company (The) PLC

Smith Abbot and Company, Inc.
9475 Deereco Road
Timonium, MD 21093
(301) 296-9032
E. Jackson Smith
Is Revenue FYE 01/87 : $ 4.0 m
Total Employees: 39
Services: AppSW
Private

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Spar Associates, Inc.
927 West Street
Annapolis, MD 21401
(301) 263-8093
Laurent Deschamps, President
Is Revenue FYE 11/87 : $ 0.6 m
Total Employees: 6
Services: Proc AppSW SysInt
Private

STSC, Inc.
2115 East Jefferson Street
Rockville, MD 20852
(301) 984-5123
William G. Gibson, President
Total Employees: 150
Services: Proc AppSW
Private

System Automation Corporation
8555 16th St.
Silver Springs, MD 20910
(301) 565-9400
Alfred Rubin, President
Total Revenue FYE 01/87 (Est) : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 120
Services: Pfs
Private

Systems and Applied Sciences Corporation (SASC)
2440 Research Blvd.
Rockville, MD 20850
(301) 921-2700
William H. Borten, President
Is Revenue FYE 12/87 : $ 35.0 m
Total Employees: 750
Services: Pfs
Parent Company: Atlantic Research Corporation

Top Down Systems
15850 Crabs Ranch West #340
Rockville, MD 20855
(301) 251-9400
Dennis Burke, President
Is Revenue FYE 01/87 (Est) : $ 0.8 m
Total Employees: 7
Services: AppSW
Private
Parent Company: Office Express, Inc.

Vitro Corporation
14000 Georgia Ave.
Silver Spring, MD 20906
(301) 231-1000
Total Employees: 5700
Services: Pfs AppSW
Parent Company: Penn Central Federal Systems Company

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2434 Computer Services
201 Lowell St.
Wilmington, MA 01887
(617) 729-7700
Richard Bibaud, Vice President
Public

Absolut Software, Inc.
149 California Street
Newton, MA 02158
(617) 244-7468
Services: AppSW
Private

Access International, Inc.
208 Union Wharf
Boston, MA 02109
(617) 367-3690
Mohammed Fotouhi, President
Total Revenue FYE 03/84 : $ 3.8 m
Is Revenue : $ 3.8 m
Total Employees: 30
Services: Pfs Proc AppSW Tky
Private

Access Technology, Inc.
Six Pleasant St.
South Natick, MA 01760
(617) 655-9191
Allen Z. Kluchman
Total Employees: 143
Services: Pfs AppSW
Private

Adalcar Group, Ltd. (The)
572 Washington St., Suites 9-12
Wellesley, MA 02181
(617) 431-1785
Alan H. Silva, President
Total Revenue FYE 10/84 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 7
Services: Pfs AppSW
Private

Adelie Corporation
125 Cambridge Park Drive
Cambridge, MA 02140
(617) 354-0400
Charles A. Khuen, President
Total Employees: 110
Services: Pfs Proc
Private

Admins, Inc.
675 Massachusetts Avenue
Cambridge, MA 02138
(617) 661-3206
Stuart D. McIntosh, President
Total Revenue FYE 06/86 : $ 0.8 m
Is Revenue : $ 0.6 m
Total Employees: 10
Services: AppSW
Private

Advantage Systems, Inc.
950 Winter Street, Suite 2100
Waltham, MA 02154
(617) 890-2400
Joseph H. Bayne,Jr., President
Total Employees: 50
Private

Agate Systems, Inc.
290 High Street
Holyoke, MA 01040
(413) 532-6225
James R. Gillis, President
Is Revenue FYE 07/87 : $ 0.7 m
Total Employees: 7
Services: AppSW
Private

Agency Management Systems, Inc.
One Heritage Drive
North Quincy, MA 02171
(617) 472-5150
David W. Wroe, President
Is Revenue FYE 12/87 (Est) : $ 47.5 m
Total Employees: 545
Services: Proc Tky
Private

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AIcorp, Inc.
100 Fifth Ave.
Waltham, MA 02254
(617) 890-8400
Robert Goldman
Total Revenue FYE 03/85 : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 60
Services: Pfs AppSW
Private

Alpha Software Corp.
30 B Street
Burlington, MA 01803
(617) 229-2924
Richard Rabins, President
Total Revenue FYE 03/84 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 35
Services: AppSW
Private

ALSYS, Inc.
1432 Main Street
Waltham, MA 02154
(617) 890-0030
Private

American Business Systems, Inc. (ABS)
3 Littleton Road
Westford, MA 01886
(617) 692-2600
Jim Hamilton, President
Total Revenue FYE 09/84 : $ 2.5 m
Is Revenue : $ 2.5 m
Services: AppSW
Private

American Keypunch & Systems
675 Massachusetts Avenue
Cambridge, MA 02139
(617) 492-0600
Leonard Phillips, President
Is Revenue FYE 12/87 (Est) : $ 0.2 m
Total Employees: 2
Services: Proc
Private

Analysis Computer Systems, Inc.
54 Middlesex Turnpike
Bedford, MA 01730
(617) 275-5800
John Fusco, President
Private

Applications Systems Corp. (ASC)
60 Temple Place
Boston, MA 02111
(617) 426-2918
Richard W. Smith, President
Total Revenue FYE 06/88 (Est) : $ 2.5 m
Total Employees: 24
Services: AppSW
Private

Applied Decision Systems
33 Hayden Ave.
Lexington, MA 02173
(617) 861-7580
Carl Sloane, President
Total Revenue FYE 03/85 : $ 5.0 m
Is Revenue : $ 1.5 m
Total Employees: 12
Services: Pfs AppSW
Private
Parent Company: Temple, Barker and Sloane

Applied Expert Systems, Inc. (APEX)
Cambridge Center
Cambridge, MA 02142
(617) 225-2820
Dr. Fred L. Luconi, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 45
Services: Pfs AppSW
Private

Applitek Corporation
107 Audubon Road
Wakefield, MA 01880
(617) 246-4500

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ARC/AMS
One Heritage Dr.
North Quincy, MA 02171
(617) 472-5150
David W. Wroe, President
Is Revenue FYE 12/87 : $ 42.0 m
Total Employees: 400
Services: Proc Tky
Private
Parent Company: Agency Management Systems, Inc.

Aries Technology, Inc.
600 Suffolk Street
Lowell, MA 01854
(617) 453-5310
Larry McArthur, President
Total Revenue FYE 01/87 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 70
Services: AppSW SysSW Tky
Private

Arlington Software Systems Corporation
400 Massachusetts Avenue
Arlington, MA 02174
(617) 641-0290
Peter Brajer, President
Services: AppSW
Private

Arthur D. Little, Inc.
17 Acorn Park
Cambridge, MA 02140
(617) 864-5770
Dr. Charles LaMantia, President
Is Revenue FYE 12/87 : $ 285.0 m
Total Employees: 2200
Services: Pfs
Public

Artificial Intelligence Corporation
100 Fifth Ave.
Waltham, MA 02254
(617) 890-8400
Robert Goldman, President
Private

ASE Services Inc.
325 Hopping Brook Road
P.O. Box 656
Holliston, MA 01746
(617) 429-7200
Total Employees: 66
Services: Pfs
Private

Atech Corporation
37 Flagship Drive
North Andover, MA 01845
(617) 794-1913
Fred Huska, President
Total Employees: 10
Private

Atlantic Data Services, Inc.
One Battery March Park
Quincy, MA 02170
(617) 770-3333
Robert Howe, President
Is Revenue FYE 03/87 : $ 2.0 m
Total Employees: 70
Services: Pfs
Private

AVP Systems
237 Washington Street
Marblehead, MA 01945
(617) 598-2716
Daniel L. Sullivan, President
Is Revenue FYE 12/87 : $ 1.3 m
Total Employees: 8
Services: AppSW
Private

Azrex, Inc.
3 Mountain Road
P.O. BOX 416
Burlington, MA 01803
(617) 272-8750
David McIlhenny, President
Total Revenue FYE 06/86 : $ 1.3 m
Is Revenue : $ 1.0 m
Total Employees: 25
Services: Pfs AppSW
Private

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Bachman Information Systems, Inc.
Four Cambridge Center
Cambridge, MA 02142-1401
(617) 354-1414
Arnold A. Kraft, President
Total Revenue FYE 6/88 : $ 1.3 m
Is Revenue : $ 1.3 m
Total Employees: 75
Services: SysSW
Private

Baird Corp.
125 Middlesex Turnpike
Bedford, MA 01730
(617) 276-6000
John M. Dempsey,Jr., President
Private

BancWare, Inc.
1472 Turnpike Street
Stoughton, MA 02072
(617) 341-1895
William E. Popp, President
Total Employees: 10
Private

Banking Decision Systems
245 Winter Street
Waltham, MA 02154
(617) 890-0535
Ed Maybury, General Manager
Total Revenue FYE 01/87 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 30
Services: Pfs AppSW SysSW
Parent Company: Logica Data Architects, Inc.

Bank of New England
28 State Street, 7th Floor
Boston, MA 02109
(617) 742-4000
Private

Banyan Systems Inc.
115 Flanders Road
Westborough, MA 01581
(617) 898 1000
Richard G. Meise, President
Total Revenue FYE / (Est) : $ 17.5 m
Private

BASF Systems Corporation
19 Crosby Drive
Bedford, MA 01730
(617) 271-4000
Private

Bay Banks, Inc.
175 Federal St.
Boston, MA 02110
(617) 482-1040
William Crocier, President
Public

Bay Banks Systems, Inc.
880 Main St.
Waltham, MA 02154
(617) 899-2222
Donald Isaacs, President
Total Revenue FYE 12/86 (Est) : $ 35.0 m
Is Revenue (Est) : $ 35.0 m
Total Employees: 652
Services: Proc AppSW
Parent Company: Bay Banks, Inc.

BBN Communications Corporation
150 Cambridge Park Drive
Cambridge, MA 02140
(617) 873-3268
Terry Fagin, President
Services: Pfs
Parent Company: Bolt, Beranek and Newman Inc.

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BBN Software Products Corporation
10 Fawcett St.
Cambridge, MA 02238
(617) 491-8488
Ean M. Rankin, President
Total Employees: 160
Services: Pfs AppSW
Parent Company: Bolt, Beranek and Newman Inc.

BD Software Corporation
P.O. Box 2368
Cambridge, MA 02238
(617) 576-3828
Leon Zolman, President
Services: Tky
Private

BGS Systems, Inc.
128 Technology Center
Waltham, MA 02254-9111
(617) 891-0000
Harold S. Schwerk
Is Revenue FYE 12/87 : $ 11.3 m
Total Employees: 150
Services: Pfs SysSW
Public

Bolt, Beranek and Newman Inc.
10 Fawcett St.
Cambridge, MA 02238
(617) 873-2000
Stephen R. Levy, President
Is Revenue FYE 06/87 : $ 252.0 m
Total Employees: 2800
Services: Pfs AppSW Tky
Public

Boston Documentation Design, Inc.
2120 Commonwealth Ave. Str 9
P.O. Box 284
Auburndale, MA 02166
(617) 965-5300
Private

Boston Software Works Inc.
120 Fulton Street
Boston, MA 02109
(617) 367-6846
Ross Gale, President
Private

Bristol Information Systems, Inc.
84 N. Main Street
Fall Rivers, MA 02720
(617) 679-1051
Frederick M. Gottlieb, President
Is Revenue FYE 12/87 : $ 1.9 m
Total Employees: 20
Services: AppSW
Private

BSO Corporation
128 Technology Center
Waltham, MA 02254-9164
(617) 894-7800
Michael Rooney, President
Total Employees: 55
Private

Business & Professional Software, Inc.
143 Binney Street
Cambridge, MA 02142
(617) 491-3377
David Solomont, President
Total Employees: 13
Services: AppSW
Private

Business Software Technology, Inc.
114 Turn Pike Road
West Boulough, MA 01581
(617) 870-1900
Nick Rini, President
Is Revenue FYE 09/87 : $ 4.5 m
Total Employees: 43
Services: SysSW
Private

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Calvin P. Allyn & Associates
50 Congress St.
Boston, MA 02109
(617) 723-7340
Calvin P. Allyn, President
Total Revenue FYE 12/86 : $ 0.6 m
Is Revenue : $ 0.1 m
Total Employees: 10
Services: Pfs Proc AppSW
Private

Cambridge Computer Associates, Inc.
222 Alewife Brook Parkway
Cambridge, MA 02138
(617) 868-1111
Victor Oppenheimer, President
Total Revenue : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 50
Services: Pfs
Private

Camex
75 Kneeland
Boston, MA 02111
(617) 426-3577
Tom Hagan, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue (Est) : $ 16.0 m
Total Employees: 140
Services: Proc
Private

Carleton Corporation
P.O. Box 435
Burlington, MA 01803
(617) 272-4310
Mike Dexter-Smith, President
Is Revenue FYE 02/87 (Est) : $ 2.0 m
Total Employees: 25
Services: SysSW
Private

Casher Associates, Inc.
1371 Beacon Street
Brookline, MA 02147
(617) 232-9111
Jonathan D. Casher, President
Total Employees: 20
Services: Pfs AppSW Tky
Private

Catalytix Corporation
55 Wheeler Street
Cambridge, MA 02138
(617) 497-2160
Donald French, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.9 m
Total Employees: 15
Services: Pfs
Private

CCA Uniworks, Inc.
20 William St.
Wellesley, MA 02181
(617) 235-2600
John Paul, President
Total Revenue : $ 5.0 m
Is Revenue : $ 4.0 m
Total Employees: 50
Services: AppSW
Private

CGX Corporation
43 Nagog Park
Acton, MA 01720
(617) 263-3222
James D. Norrod, President & CEO
Total Employees: 130
Private

Charles River Data Systems
983 Concord Street
Framingham, MA 01701
(617) 626-1000
Richard Shapiro, President
Total Revenue FYE 07/84 (Est) : $ 10.0 m
Total Employees: 150
Private

CLSI, Inc.
320 Nevada Street
Newtonville, MA 02160
(617) 965-6310
Gene Robinson, President
Total Employees: 250
Services: Tky
Parent Company: TBG, Inc.

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Communicator Assistance Systems, Inc.
112 Foyer Road
Beverly, MA 01915
(617) 927-8144
Dennis Fieldman, President
Is Revenue FYE 11/87 : $ 0.7 m
Total Employees: 6
Services: AppSW
Private

Compugraphic Corporation
200 Ballardvale St.
Wilmington, MA 01887
(617) 658-5600
Carl E. Dantas, President
Is Revenue FYE 12/87 : $ 220.0 m
Total Employees: 4000
Services: Tky
Parent Company: Agfa Gevaert, Incorporated

Computer Corporation of America
Four Cambridge Center
Cambridge, MA 02142
(617) 492-8860
Richard D. Stewart, President
Is Revenue FYE 12/87 (Est) : $ 50.0 m
Total Employees: 350
Services: SysSW
Private

Computer Corporation of American
4 Cambridge Center
Cambridge, MA 02141
(617) 492-8860
Total Revenue FYE 12/85 : $ 125.0 m
Total Employees: 1500
Services: Pfs Proc AppSW

Computer Entry Systems Corporation
2124 Industrial Parkway
Silver Spring, MA 20904
(301) 622-3500
Michael J. King, President
Total Revenue FYE 12/86 : $ 72.6 m
Services: Pfs Proc AppSW Tky
Public

Computer Identics Corporation
5 Shawmut Road
Canton, MA 02021
(617) 821-0830
Frank Wgzniak, President
Is Revenue FYE 12/87 : $ 14.4 m
Total Employees: 140
Services: SysSW SysInt Tky
Public

Computer Merchant, Ltd. (The)
175 Derby Street, Unit 17
Hingham, MA 02043
(617) 749-4634
John R. Daniel, President
Total Revenue FYE 03/85 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 140
Services: Pfs AppSW
Private

Computer Partners, Inc.
One University Office Park
Waltham, MA 02154
(617) 647-0116
Paul Crowley, President
Total Revenue FYE 06/86 : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 295
Services: Pfs
Parent Company: Computer Sciences Corporation

Computer Recognition Systems,Inc.
11 Orion Park Dr.
Ayer, MA 01432
(508) 772-3991
F. Patrick Murphy, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 4.5 m
Total Employees: 60
Parent Company: Computer Recognition Systems, Ltd.

Computer Software Consultants Inc.
200 Boylston Street
Chestnut Hill, MA 02167
(617) 244-9830
David Stulin, President
Total Revenue FYE 12/85 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

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Concentric Data Systems, Inc.
18 Lyman St.,P.O. Box 4063
Westboro, MA 01581
(617) 366-1122
John Henderson, President
Total Revenue FYE 09/85 (Est) : $ 1.6 m
Is Revenue (Est) : $ 1.6 m
Total Employees: 11
Services: AppSW
Private

Concord Computing Corporation
500 West Cummings Park
Suite 3500
Woburn, MA 01301
(617) 933-8910
Thomas Swithenbank, President
Total Revenue FYE 09/87 : $ 12.8 m
Total Employees: 160
Services: Proc
Public

Concord Data Systems, Inc.
397 William Street
Marlboro, MA 01752
(617) 460-0808
Kenneth Miller, President
Total Revenue FYE 07/86 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 70
Services: AppSW
Private

Considine Computing Services
490 Trapelo Road
Belmont, MA 02178
(617) 484-6814
Thomas Considine, President
Total Employees: 16
Private

Corporate Software, Inc.
770 Dedham Street
Canton, MA 02021
(617) 821-2250
Morton H. Rosenthal, Chairman & CEO
Is Revenue FYE 12/87 : $ 10.0 m
Total Employees: 213
Services: Pfs
Public

Corporate-TECH Planning, Inc.
245 Winter Street
Waltham, MA 02154
(617) 890-2600
George O'Rourke, President
Is Revenue FYE 01/87 : $ 1.9 m
Total Employees: 13
Services: Pfs AppSW SysInt
Private

Cortex Corporation
138 Technology Drive
Waltham, MA 02154
(617) 894-7000
Craig S. Hill, President
Total Revenue FYE 06/88 : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 125
Services: SysSW
Private

C S Systems, Corp.
140 Second Avenue
Waltham, MA 0215
(617) 890-1200
Leeland H. Cowart, President
Total Revenue FYE 12/85 (Est) : $ 0.8 m
Is Revenue (Est) : $ 0.8 m
Total Employees: 4
Services: AppSW
Private

Cullinet Software, Inc.
400 Blue Hill Dr.
Westwood, MA 02090
(617) 329-7700
John Cullinane
Is Revenue FYE 01/87 : $ 165.3 m
Services: Pfs AppSW SysSW
Public

Data Architects, Inc.
245 Winter St.
Waltham, MA 02154
(617) 880-7730
Martin Cooperstein, President
Is Revenue FYE 11/87 : $ 28.4 m
Total Employees: 304
Services: Pfs AppSW
Parent Company: Logica, PLC

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DATA Group Corporation (The)
Burlington Bus. Cen. Two
77 S. Bedford Street
Burlington, MA 01803
(617) 272-4100
Al Atkinson, President
Total Employees: 145
Services: AppSW
Parent Company: Nynex

Data Language Corporation
47 Manning Road
Billerica, MA 01821
(617) 663-5000
Joseph W. Alsop, President
Private

Data Translation, Inc.
100 Locke Drive
Marlborough, MA 01752
(617) 481-3700
Fred Molinari, President
Total Employees: 150
Private

Datatrol Corporation
Brent Drive
Hudson, MA 01749
(617) 568-1411
Ed Langley, President
Total Revenue FYE 06/86 : $ 30.0 m
Is Revenue : $ 30.0 m
Total Employees: 200
Services: Tky
Parent Company: Data Card

DAVOX INC.
4 Federal Street
Billerica, MA 01821
(617) 667-4455
Daniel Hosage
Total Revenue FYE 09/88 (Est) : $ 25.0 m
Is Revenue : $ 25.0 m
Total Employees: 225
Services: Network
Public

Decision Graphics, Inc.
2 Westboro Business Park
Westborough, MA 01581
(617) 870-5900
John B. Nilsson, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.0 m
Total Employees: 10
Services: SysSW
Private

Digital Design & Development, Inc.
P.O. Box 225
Walpole, MA 02081
(617) 784-2072
Stanley F. Zamkow, President
Is Revenue FYE 11/87 : $ 0.2 m
Total Employees: 3
Services: Pfs Tky
Private

Digital Equipment Corp.
146 Main St.
Maynard, MA 01754
(617) 897-5111
Kenneth H. Olsen
Is Revenue FYE 12/87 : $ 1138.0 m
Services: Pfs Proc AppSW SysSW SysInt
Public

DNS Associates, Inc.
1 Militia Drive
Lexington, MA 02173
(617) 862-8569
Hugh W. Stewart, President
Total Revenue FYE 08/88 : $ 2.0 m
Is Revenue : $ 1.2 m
Total Employees: 10
Services: Pfs Proc AppSW
Private

Dragon Systems, Inc.
90 Bridge Street
Newton, MA 02158
(617) 965-5200
Dr.James Baker, President
Total Employees: 15
Private

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Economica, Inc.
2067 Massachusetts Avenue
Cambridge, MA 02140
(617) 661-3260
A. Blackburn, President
Is Revenue FYE 01/87 : $ 1.2 m
Total Employees: 30
Services: AppSW
Private

Electronic Business
221 Columbus Avenue
Boston, MA 02116
(617) 536-7780
Private

Envoy Systems Corporation
1432 Main Street
Waltham, MA 02154
(617) 890-1444
Kermit L. Stofer, President
Total Revenue FYE 12/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 20
Services: Tky
Private

Epsilon Data Management, Inc.
50 Cambridge St.
Burlington, MA 01803
(617) 273-0250
Thomas O. Jones, President
Is Revenue FYE 05/87 : $ 49.0 m
Total Employees: 600
Services: Proc
Public

Evans, Griffith and Hart Inc.
55 Waltham Street
Lexington, MA 02173
(617) 861-0670
Dr. Thomas G. Evans, President
Is Revenue FYE 01/87 : $ 1.5 m
Private

Exeter Software, Ltd.
300 Willow Street
North Andover, MA 01845
(617) 975-3340
James Cormier, President
Total Revenue FYE 12/85 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 40
Services: AppSW
Private

Exter Software, Ltd.
160 Turnpike Road
Chelmsford, MA 01824
(617) 250-1274
Total Employees: 50
Services: AppSW
Private

Faxon Company, Inc. (The)
15 SW Park
Westwood, MA 02090
(617) 329-3350
Richard R. Rowe, President
Total Revenue FYE 3/88 (Est) : $ 350.0 m
Is Revenue : $ 350.0 m
Total Employees: 700
Services: Proc
Private

Fibronics International, Inc.
Communications Way
Independence Park
Hyannis, MA 02601
(617) 778-0700
John Hale, President
Total Employees: 400
Services: SysInt
Public

Financial Management Systems, Inc.
205 Portland Street
Boston, MA 02114
(617) 367-5981
James Barker, President
Is Revenue FYE 12/87 : $ 1.8 m
Total Employees: 15
Services: AppSW
Private

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Financiek, Inc.
2400 Computer Dr.
P.O. Box 670
Westboro, MA 01581
(617) 366-0950
Private

First Desk Systems Inc.
7 Industrial Park Road
Medway, MA 02053
(508) 533-2203
William Hulbig
Total Revenue FYE 12/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 10
Services: AppSW
Private

First Software Corporation
17-21 Ballard Way
Lawrence, MA 01843
(617) 689-0077
Rick Faulk, President
Total Employees: 45
Services: AppSW
Private

Foxboro Company
38 Neposnet Avenue
Foxboro, MA 02035
(617) 543 8750
Earl Pitt

FTP Software, Inc.
501 Cambridge Street
Cambridge, MA 02141
(617) 868-4878
James Van Bokkelen, President
Services: AppSW
Private

Funk Software
222 3rd Street
Cambridge, MA 02142
(617) 497-6339
Paul Funk, President
Total Employees: 19
Services: AppSW SysSW
Private

Gateway Design Automation
6 Lyberty Way
Westford, MA 01886
(617) 486-9701
Dr. Prabhu Goel, President
Total Revenue : $ 3.0 m
Is Revenue : $ 2.7 m
Total Employees: 12
Services: AppSW
Private

GCA Corporations
7 Shattuck Road
Andover, MA 01810
(617) 975-0000
Les Freed, President
Total Employees: 25
Services: AppSW
Private

GCC Technologies
Winter Street
Waltham, MA 02145
(617) 890-0880
Kevin Curren, President
Total Revenue FYE 01/87 (Est) : $ 20.5 m
Is Revenue : $ 20.5 m
Total Employees: 100
Services: Tky
Private

General Computer Resources, Inc.
255 Bear Hill Road
Waltham, MA 02154
(617) 890-4345
David J. Isenberg, President
Is Revenue FYE 07/87 : $ 0.9 m
Total Employees: 5
Services: Pfs
Private

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GENESYS Software Systems, Inc.
20 Ballard Way
Lawrence, MA 01843
(617) 685-5400
Larry Munini, President
Total Revenue FYE 06/87 : $ 10.6 m
Private

GENSYM Corporation
125 Cambridge Park Drive
cambridge, MA 02140
(617) 547-9606
Lowell R. Hawkinson
Total Employees: 25
Services: SysSW
Private

Geocomp Corporation
66 Commonwealth Avenue
Concord, MA 01742
(617) 369-8304
Is Revenue FYE 08/87 (Est) : $ 0.7 m
Total Employees: 8
Services: AppSW SysSW
Private

Geographic Systems, Inc.
204 Andover Street
Andover, MA 01810
(617) 470-3760
Private

George K. Darling & Associates, Inc.
451 Andover Street
Suite 209
North Andover, MA 01845
(617) 794-0212
George K. Darling
Total Revenue FYE 12/88 (Est) : $ 2.0 m
Is Revenue : $ 1.6 m
Total Employees: 30
Services: Pfs AppSW
Private

G.O. Graphics
18 Ray Avenue
Burlington, MA 01803
(800) 237-5588
George Smith, President
Is Revenue FYE 10/87 (Est) : $ 1.9 m
Total Employees: 30
Services: AppSW
Private

Goldhill Computers, Inc.
163 Harvard Street
Cambridge, MA 02139
(617) 492-2071
Carl Wolf, President
Total Employees: 50
Services: AppSW
Private

Harvard Software, Inc.
521 Great Road
Littleton, MA 01460
Private

Hayden Software Company, Inc.
650 Suffolk Street
Lowell, MA 01853
(617) 937-0200
Bruce Twickler, President
Private

Henco Software, Inc.
100 5th Avenue
Waltham, MA 02154
(617) 890-8670
Henry T. Cochran, President
Total Revenue FYE 12/85 : $ 9.6 m
Is Revenue : $ 9.6 m
Total Employees: 125
Services: AppSW
Private

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I-LOGIX , Inc.
22 3rd Avenue
Burlington, MA 01803
(617) 272-8090
Peter Chiasson, President
Total Revenue FYE 01/87 (Est) : $ 6.5 m
Is Revenue : $ 6.5 m
Total Employees: 27
Services: SysSW
Private

Index Group, Inc.
5 Cambridge Center
Cambridge, MA 02142
(617) 492-1500
Thomas P. Garrity, President
Total Revenue FYE 10/85 (Est) : $ 17.0 m
Is Revenue (Est) : $ 17.0 m
Total Employees: 140
Services: Pfs Proc
Private

Index Technology Corp.
One Main Street
Cambridge, MA 02142
(617) 494-8200
Richard A. Carpenter, President
Is Revenue FYE 12/87 : $ 16.5 m
Total Employees: 200
Services: SysSW
Private

INFINET, Inc.
40 High Street
N. Andover, MA 01845
(617) 681-0600
Nicholas Patontonis, President
Total Employees: 450
Services: SysInt
Parent Company: Memotel

Infocom, Inc.
125 Cambridge Park Drive 5th Floor
Cambridge, MA 02140
(617) 492-6000
Parent Company: Activision, Inc.

Inforonics, Inc.
550 Newtown Road
P.O. Box 458
Littleton, MA 01460
(617) 486-8976
A.S. Chivers, President
Is Revenue FYE 01/87 (Est) : $ 2.7 m
Total Employees: 30
Services: Pfs Proc AppSW
Private

Input Output Computer Services
400 Totten Pond Road
Waltham, MA 02254
(617) 890-2299
Thomas Farrington, President
Total Revenue FYE 06/36 (Est) : $ 19.5 m
Is Revenue (Est) : $ 16.6 m
Total Employees: 250
Services: Pfs
Private

Integrated Planning, Inc.
338 Newbury Street
Boston, MA 02115
(617) 267-5340
Birgul Erengil, President
Total Revenue FYE 10/84 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 20
Services: AppSW
Private

Interactive Data Corporation
95 Hayden Ave.
Lexington, MA 02173-9144
(617) 863-8100
John Rutherford,Jr., President
Total Employees: 750
Services: Network AppSW
Parent Company: Dun & Bradstreet Corporation (The)

Interactive Images
600 W. Cummings Park
Suite 4500
Woburn, MA 01801
(617) 938-8440
Dougles Kahn, President
Is Revenue FYE 01/87 (Est) : $ 2.3 m
Total Employees: 45
Private

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Interactive Systems, Inc.
600 Suffolk St.
Lowell, MA 01854
(617) 937-8500
Private

Interbase Software Corp.
150 Westford Road
Tyngsboro, MA 01879
(617) 649-3977
James Starkey, President
Total Employees: 30
Services: SysSW
Private

Interchange Systems, Inc.
1620 Massachusetts Avenue
Lexington, MA 02173
(617) 862-0010
Carl Drisko, President
Total Revenue FYE 12/88 (Est) : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 17
Services: AppSW
Private

Interleaf, Inc.
Ten Canal Park
Cambridge, MA 02141
(617) 577-9800
David A. Boucher, President
Is Revenue FYE 03/87 : $ 53.9 m
Total Employees: 600
Services: AppSW Tky
Public

Intermetrics, Inc.
733 Concord Avenue
Camridge, MA 02138
(617) 661-1840
Joseph A. Saponaro, President
Is Revenue FYE 12/87 : $ 47.0 m
Total Employees: 659
Services: Pfs SysSW SysInt
Public

Intex Solutions, Inc.
161 Higland Avenue
Needham, MA 02194
(617) 449-6222
Tony Hatoun, President
Total Employees: 10
Services: AppSW
Private

ISI Systems, Inc.
161 Forbes Road
Braintree, MA 02184
(617) 848-4620
Charles C. Johnson, President
Is Revenue FYE 06/87 : $ 35.4 m
Total Employees: 340
Services: Proc AppSW
Public

ISYS Corporation
289 Great Rd, Strawberry Hill Blg.
Acton, MA 01720
(617) 263-7020
Private

ITP Boston, inc.
30 Spinelli Place
Cambridge, MA 02138
(617) 499-4200
Sergio Brosio, President
Total Revenue FYE 12/85 (Est) : $ 17.0 m
Is Revenue (Est) : $ 17.0 m
Total Employees: 200
Services: Pfs
Private

Javelin Software Corporation
One Kendall Square, Building 200
Cambridge, MA 02139
(617) 494-1400
Rob Firman, President
Is Revenue FYE 01/87 : $ 1.8 m
Total Employees: 15
Services: AppSW
Private

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John Hancock Mutual Insurance
John Hancock Place
Boston, MA 02117
(617) 421-6000
Public

Jurisoft, Inc.
763 Massachusettes Avenue
Cambridge, MA 02139
(617) 864-6151
Richard Anders, President
Is Revenue FYE 12/87 : $ 1.3 m
Total Employees: 11
Services: AppSW
Private

Keane, Inc.
Ten City Square
Boston, MA 02129
(617) 241-9200
John F. Keane, President
Is Revenue FYE 12/87 : $ 43.5 m
Total Employees: 900
Services: Pfs AppSW Tky
Public

Keydata Corporation
85 E. Belcher Road
Foxboro, MA 02035
(617) 543-7921
Robert M. Bienkowski, President
Total Revenue FYE 07/87 : $ 2.3 m
Total Employees: 20
Services: Proc Tky
Public

Key Entry, Inc.
1 Bullfinch Place
Boston, MA 02114
(617) 723-5300
Total Revenue : $ 0.8 m
Is Revenue : $ 0.8 m
Total Employees: 12
Services: Pfs Proc
Public
Parent Company: Capital Bancorp

Knoware Learning Systems
219 Vassar
Cambridge, MA 02139
(617) 576-3821
Private

Kurzwell Applied Intelligence, Inc.
411 Waverly Oaks Road
Waltham, MA 02154
(617) 893-5151
Bernard F. Bradstreet
Total Employees: 60
Private

Language Processors Inc.
400-1 Totten Pond Road
Waltham, MA 02154
(617) 890-1155
Total Revenue FYE 12/87 (Est) : $ 7.5 m
Total Employees: 50
Services: Pfs SysSW
Private

Language Technology Inc.
27 Congress Street
Salem, MA 01970
(617) 741-1507
William D. Engel, President and CEO
Total Revenue FYE 12/88 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 60
Services: SysSW
Private

LAYERED INCORPORATED
The Schrafft Center
529 Main Street
Boston, MA 02129
(617) 242-7700
Stephen Burakoff, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 70
Services: AppSW
Private

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Learning Tools Inc.
686 Massachusetts Avenue
Cambridge, MA 02139
(617) 864-8086
Dr. Kirk Wilson, President
Total Revenue (Est) : $ 0.4 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 6
Services: Pfs
Private

LISP Machine, Inc.
175 Cabot Street
Lowell, MA 01854
(617) 458-9100
Ward McKenzie, President
Total Revenue (Est) : $ 3.8 m
Is Revenue (Est) : $ 0.9 m
Total Employees: 180
Services: Proc
Private

Logica Data Architects, Inc.
245 Winter St.
Waltham, MA 02154
(617) 890-7730
Martin Cooperstein
Total Employees: 304
Services: Pfs AppSW
Parent Company: Logica, PLC

Logistics Systems
95 Wells Avenue
Newton, MA 02159
(617) 965-1111
Donald Shapiro, President
Is Revenue FYE 12/87 : $ 3.7 m
Total Employees: 45
Services: AppSW
Private

Logos Corporation
1 Dedham Place
Dedham, MA 02026
(617) 326-7600
William Hohenstein, President
Total Revenue FYE 01/87 (Est) : $ 8.0 m
Is Revenue (Est) : $ 8.0 m
Total Employees: 100
Services: AppSW
Private

Loki Engineering, Inc.
55 Wheeler St.
Cambridge, MA 02138
(617) 576-0666
Arnold Epstein, President
Total Revenue (Est) : $ 0.4 m
Is Revenue (Est) : $ 0.4 m
Total Employees: 5
Services: Pfs
Private

Lotus Development Corporation
55 Cambridge Parkway
Cambridge, MA 02142
(617) 577-8500
Jim P. Manzi, President
Total Employees: 1350
Services: AppSW
Public

Management Techniques, Inc.
149 California
Newton, MA 02158
(617) 244-7468
Stanley Shein, President
Is Revenue FYE 07/87 (Est) : $ 0.5 m
Total Employees: 10
Services: Tky
Private

Manager Software Products, Inc.
131 Hartwell Ave.
Lexington, MA 02173-3126
(617) 863-5800
David DeCosta, President
Is Revenue FYE 12/87 : $ 13.0 m
Total Employees: 260
Services: AppSW SysSW
Private

Marcam Corp.
19 Crawford St.
Needham, MA 02192
(617) 449-5510
Services: AppSW
Private

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MASSCOMP
One Technology Park
Westford, MA 01886
(617) 692-6200
Gus Klein, President
Total Employees: 594
Services: AppSW
Private

Matrix Software Technology Corporation
One Massachusetts Technology Center
Harborside Drive
Boston, MA 02128
(617) 567-0037
Vincent Garofalo, President
Total Revenue FYE 12/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 15
Services: AppSW
Private

McCormack & Dodge Corporation
1225 Worcester Rd.
Natick, MA 01760
(617) 651-1050
Frank H. Dodge, President
Total Employees: 1100
Services: AppSW
Parent Company: Dun & Bradstreet Corporation (The)

Medical Information Technology, Inc. (MEDITECH)
Meditech Circle
Westwood, MA 02090
(617) 329-5300
A. Neil Pappalardo, President
Is Revenue FYE 12/87 : $ 32.0 m
Total Employees: 350
Services: AppSW SysSW
Private

Microamerica
33 Boston Post Road West
Marlbrough, MA 01752
(617) 480-0780
Gordon Hoffstein, President
Total Revenue FYE 01/87 (Est) : $ 304.0 m
Total Employees: 420
Public

Microcom, Inc.
1400 Providence Highway
Norwood, MA 02062
(617) 762-9310
James M. Dow, President
Total Employees: 175
Private

Micro Software International
The Silk Mill
44 Oak Street
Newton Upper Falls, MA 02164
(617) 527-7510
Private

Micro Sparc, Inc.
52 Domino Drive
Concord, MA 01742
(617) 371-1660
F.L. Mike Harvey, President
Is Revenue FYE 12/87 : $ 4.0 m
Total Employees: 28
Services: AppSW SysSW
Private

Mitchell and Gauthier Associates
73 Junction Square Drive
Concord, MA 01742
(617) 369-5115
Indy Pommmers, President
Is Revenue FYE 04/87 : $ 5.0 m
Total Employees: 20
Services: AppSW
Private

Mitchell Management Systems
Westboro Office Park
2000 West Park Drive
Westboro, MA 01581
(617) 366-0800
Neil Mitchell,Jr., President
Total Employees: 35
Services: AppSW
Private

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Mitrol Incorporated
800 West Cummings Park
Woburn, MA 01801
(617) 933-9545
Samuel Stein, President
Total Revenue FYE 12/86 (Est) : $ 9.0 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 65
Services: Pfs AppSW
Private

Money Management Systems, Inc.
950 Winter St., Suite 1900 Bay Colony Corporate Ctr.
Waltham, MA 02154
(617) 890-2070
Jay Goldberg, President
Total Revenue FYE 01/87 (Est) : $ 7.0 m
Is Revenue (Est) : $ 7.0 m
Services: Proc AppSW
Private

Mosaic Marketing, Inc.
1972 Massachusetts Avenue
Cambridge, MA 02140
(617) 491-2434
Richard Bezjiam
Total Revenue FYE 12/88 (Est) : $ 2.5 m
Total Employees: 15
Services: AppSW
Private

Mutual Services Institute
1525 Washington Street
Braintree, MA 02184
(617) 849-1600
Edward Boudris, President
Total Revenue FYE 10/86 (Est) : $ 5.0 m
Is Revenue (Est) : $ 5.0 m
Total Employees: 80
Services: Proc
Parent Company: Mutual Advisory Corporation

Newline Software
P.O. Box 402
Littleton, MA 01460
(617) 486-8535
Private

Nixdorf Computer Corp.
300 Third Ave
Waltham, MA 02154
(617) 890-3600
Private

Nixdorf Computer Engineering Co.
52 Third Avenue
Burlington, MA 01803
(617) 273-0480
Jose Santiago, President
Total Revenue FYE 12/84 : $ 10.0 m
Total Employees: 100
Services: AppSW
Parent Company: Nixdorf Computer Corp.

Nolan, Norton & Company, Inc.
One Cranberry Hill
Lexington, MA 02173
(617) 862-8820
David P. Norton, President
Total Employees: 200
Services: Pfs
Parent Company: Peat, Marwick, Main & Company

Oasys
230 Second Avenue
Waltham, MA 02154
(617) 890-7889
Joel Schacht, President
Is Revenue FYE 09/87 : $ 2.8 m
Total Employees: 30
Services: SysSW
Private

Oceanic Information Systems, Inc.
Middlesex Technology Center #8
900 Middlesex Turnpike
Billerica, MA 01821
(617) 633-0194
Michael Ford, President
Services: AppSW
Parent Company: Oceanic Information Systems, Inc. CANADA

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Ontologic, Inc.
47 Manning Road
Billerica, MA 01821
(617) 667-2383
Robert Berkowitz, President
Total Revenue : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 30
Services: AppSW
Private

Orion Software, Inc.
1050 Waltham Street
Lexington, MA 02173
(617) 862-9222
Wilton Rooks, President
Total Employees: 40
Services: AppSW
Private

Ovation Technologies
770 Dedham Street
Canton, MA
(617) 821-1420
Thomas Gregory, President
Services: AppSW
Private

Palladian Software, Inc.
4 Cambridge Center
11th Floor
Cambridge, MA 02142
(617) 661-1771
John Karcanes, President
Total Revenue FYE 06/85 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 60
Services: AppSW
Private

Pamet Systems
10 De Angelo Drive
Bedford, MA 01730
Joel Searcy, President
Total Revenue FYE 12/83 : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 8
Services: Proc AppSW
Private

Para Research, Inc.
85 Eastern Avenue
Gloucester, MA 01930
(617) 283-3438
Bruce Levick, Vice President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 40
Services: AppSW
Private

Pathway Design, Inc.
One Apple Hill, PO Box 1879
Natick, MA 01760
(617) 237-7722
Bob Broggi, President
Services: AppSW Tky
Private

Personics Corporation
2352 Main Street
Concord, MA 01742
(617) 897-1575
Marc Peterson, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 16
Private

Phase 3 Systems, Inc.
504 Totten Pond Rd.
Waltham, MA 02154
(617) 466-9800
Wayne Heldt, President
Total Employees: 25
Private

Phase Three
25 Flanders Road
Belmont, MA 02178
(617) 489-2555
Jack Haskins, President
Total Revenue : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 42
Services: Pfs AppSW Tky
Private

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Pilot Executive Software, Inc.
183 State Street
Boston, MA 02109
(617) 350-7035
Thomas P. McAuliffe, President
Total Revenue : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 7
Services: Pfs AppSW
Private

Pixel Computer Incorporated
260 Fordham Rd
Wilmington, MA 01877
(617) 657-8720
Thomas Conway, President
Total Employees: 150
Private

Polygen Corporation
200 Fifth Avenue
Waltham, MA 02254
(617) 890-2888
Jeffrey Wales, CEO
Total Employees: 100
Services: AppSW
Private

Prime Computer, Inc.
Prime Park
Natick, MA 01760
(617) 655-8000
Joe M. Henson
Is Revenue FYE 12/87 : $ 100.0 m
Total Employees: 13400
Services: AppSW SysSW Tky
Public

Professional Software, Inc.
51 Fremont St.
Needham, MA 02194
(617) 444-5224
Robert Crowell, President
Total Revenue FYE 06/85 : $ 2.2 m
Is Revenue : $ 2.2 m
Total Employees: 30
Services: AppSW
Private

Programs & Analysis, Inc.
21 Ray Ave.
Burlington, MA 01803
(617) 272-7723
Paul Brighton, President
Is Revenue FYE 12/87 : $ 5.5 m
Total Employees: 105
Services: Proc
Private
Parent Company: Puritan Fashions Corp.

Programs in Motion Inc.
10 Sycamore Road
Wayland, MA 01778
(617) 653-5093
Will Hapgood, President
Private

Progress Software Corporation
5 Oak Park
Bedford, MA 01730
(617) 275-4500
Joseph W. Alsop
Total Revenue FYE 01/87 (Est) : $ 12.5 m
Is Revenue : $ 12.5 m
Total Employees: 110
Services: SysSW
Private

Project Software & Development, Inc.
20 University Road
Cambridge, MA 02138
(617) 661-1444
Robert L. Daniels, President
Is Revenue FYE 09/87 : $ 21.9 m
Total Employees: 353
Services: Pfs AppSW Tky
Private

QED Information Sciences, Inc.
170 Linden Street
P.O. Box 181
Wellesley, MA 02181
(617) 237-5656
Lawrence Grodman, President
Is Revenue FYE 12/87 : $ 2.3 m
Total Employees: 20
Services: Pfs
Private

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Scientific Systems, Inc.
One Alewife Place
35 Cambridge Park Drive
Cambridge, MA 02140
(617) 661-6364
Private

SDA Federal Systems, Inc.
7500 Greenway Center Drive, Suite 410
Greenbelt, MA 20770
(301) 345-6060
Richard K. Hampson, President
Total Revenue FYE 09/84 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 70
Services: Pfs
Private

SDK Healthcare Information Systems
1550 Soldiers Field Road
Boston, MA 02135-1105
(617) 783-7351
Michael Kaufman, President
Is Revenue FYE 04/87 : $ 6.0 m
Total Employees: 70
Services: Pfs Proc AppSW
Private

Sentinel Computer Products
130 North Street
Hyannis, MA 02601
(617) 775-5220
Private

Skok Systems, Inc.
222 3rd Street
Cambridge, MA 02142
(617) 868-6003
Al Moulton, President
Is Revenue FYE 01/87 : $ 2.0 m
Total Employees: 18
Services: Pfs AppSW
Private

Smarteeh Systems, Inc.
1600 VFW Parkway
West Roxburg, MA 02132
(617) 566-0222
Richard K. Goran, President
Total Revenue (Est) : $ 0.9 m
Is Revenue (Est) : $ 0.9 m
Total Employees: 9
Services: AppSW
Private

Softbridge Microsystems, Inc.
125 Cambridge Park Drive
Cambridge, MA 02140
(617) 576-2257
Ted Joesph, President
Is Revenue FYE 12/87 (Est) : $ 18.0 m
Total Employees: 150
Services: AppSW
Private

Softech, Inc.
460 Totten Pond Road
Waltham, MA 02254-9197
(617) 890-6900
Justus F. Lowe,Jr., President
Is Revenue FYE 05/87 : $ 39.6 m
Total Employees: 588
Services: Pfs AppSW SysSW SysInt
Public

Soft Letter
63 Sacramento St.
Cambridge, MA 02138
(617) 868-0157
Private

Software 2000, Inc.
1 Park Center
Independence Park
Hyannis, MA 02601
(508) 771-0900
Robert A. Pemberton
Total Revenue FYE 12/88 (Est) : $ 7.0 m
Private

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Software Services of America, Inc.
Jefferson Office Park
790 Turnpike Street
North Andover, MA 01845
(617) 681-0802
Bertram R. Hickman,Jr., President
Total Revenue FYE 05/88 : $ 4.2 m
Total Employees: 19
Services: AppSW
Public

Solvation, Inc.
302 Turnpike Rd.
Southborough, MA 01772
(617) 481-9390
Steven Kludt, President
Total Employees: 8
Services: Pfs AppSW Tky
Private

Sotas, Inc.
192 Merrimack STreet
Haverhill, MA 01830
(617) 372-0770
Mr. Chester Domoracki, President
Is Revenue FYE 12/87 : $ 4.4 m
Total Employees: 40
Services: Pfs AppSW
Private

Spartacus, Inc.
1 Lowell Research Center, 847 Rodgers St
Lowell, MA 01852
(617) 275-4220
James Atkins, President
Total Revenue FYE 01/87 : $ 1.9 m
Is Revenue : $ 1.9 m
Total Employees: 45
Services: Pfs AppSW
Private

Spectrum Interactive Corporation
9 Oak Park Drive
Bedford, MA 01730
(508) 271-0500
Total Employees: 70
Services: Pfs AppSW

Spinnaker Software Corp.
One Kendall Square
Cambridge, MA 02139
(617) 494-1200
C. David Suess, President
Total Employees: 40
Services: AppSW
Private

Strategic Software Planning Corporation
245 First Street
Cambridge, MA 02142
(617) 577-8800
Mr. Massimo Grimaldi, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 22
Services: AppSW
Private

Survey Tabulation Services, Inc.
1218 Massachusetts Ave.
Cambridge, MA 02138
(617) 547-6475
John Harvey, President
Is Revenue FYE 10/87 : $ 0.7 m
Total Employees: 7
Services: Proc AppSW
Private

Symbolics, Inc.
11 Cambridge Center
Cambridge, MA 02142
(617) 577-7500
Russell Noftsker, President
Total Employees: 700
Services: Pfs Proc AppSW Tky
Public

Target Systems Corporation
33 Boston Post Road W.
Marlboro, MA 01752
(508) 460-9206
Services: AppSW
Private

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Technical Data Business Research
11 Farnsworth Street
Boston, MA 02210
(617) 330-7878
Private

Technical Data International, Inc.
11 Farnsworth Street
Boston, MA 02210
(617) 330-7878
Jeffrey P. Parker, Chairman
Total Revenue FYE 01/87 (Est) : $ 35.0 m
Is Revenue : $ 35.0 m
Total Employees: 200
Parent Company: International Thompson

Technology Concepts, Inc.
40 Tall Pine Drive
Sudbury, MA 01776
(617) 443-7311
John Borgunn, President
Is Revenue FYE 12/87 : $ 8.3 m
Total Employees: 80
Services: Network Pfs
Parent Company: Bell Atlantic Corporation

Telesis Systems Corporation
2 Omni Way
Chelmsford, MA 01824
(617) 256-2300
Patrick de Cavaignac, President
Total Revenue FYE 03/84 (Est) : $ 22.5 m
Is Revenue (Est) : $ 13.5 m
Total Employees: 250
Services: Tky
Public

Template Systems, Inc.
7 Industrial Park Road
Medway, MA 02053
(800) 522-2286
Services: AppSW
Private
Parent Company: First Desk Systems Inc.

Temple, Barker and Sloane
33 Hayden Avenue
Lexington, MA 02173
(617) 861-7580
Carl Sloane, President
Is Revenue FYE 12/87 : $ 50.0 m
Total Employees: 400
Services: Pfs
Parent Company: Marsh and McClennon

Think Technologies, Inc.
420 Bedford Street
Lexington, MA 02173
(617) 863-5590
Total Revenue (Est) : $ 2.3 m
Is Revenue (Est) : $ 2.3 m
Services: Pfs
Private

Thorn EMI Computer Software
285 Mill Road
Chelmsford, MA 01824
(617) 256-3900
James L. Dorsey, President
Total Employees: 80
Services: Pfs AppSW
Parent Company: Thorn EMI, PLC.

Transition Systems, Inc.
35 Kneeland Street
Boston, MA 02111
(617) 956-1005
Peter Van Etten, President
Total Employees: 35
Services: Pfs AppSW
Private

Urban Data Processing, Inc.
25 Linnell Circle
Billerica, MA 01821
(617) 663-9955
John Sweeney, CEO
Is Revenue FYE 12/87 : $ 10.5 m
Total Employees: 125
Services: Proc AppSW
Parent Company: Harte-Hanks Communications, Inc.

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Vicorp Interactive Systems, Inc.
540 Tremont Street
Boston, MA 02116
(617) 542-9233
Stuart Patterson
Total Employees: 10
Services: AppSW SysSW
Private

Visual Intelligence Corporation
Amherst Research Park
Amherst, MA 01002
(413) 253-3482
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 39
Services: AppSW
Private

VMark Computer, Inc.
5 Strathmore Road
Natick, MA 01760
(617) 655-4506
Robert Claussen, President
Private

V Mark Software
5A Strathmore Road
Natick, MA 01760
(617) 655-4506
Rob Claussen, President
Is Revenue FYE 12/87 : $ 7.0 m
Total Employees: 42
Services: SysSW
Private

Wang Laboratories, Inc.
One Industrial Ave.
Lowell, MA 01850
(617) 459-5000
Dr. An Wang, CEO
Is Revenue FYE 06/87 : $ 443.0 m
Services: Network Pfs AppSW SysSW
Public

White Hat Systems, Inc.
P.O. Box 99
North Andover, MA 01845
(508) 774-4223
Kent E. George
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 10
Services: Pfs AppSW
Private

Whitesmiths, Ltd.
59 Power Road
Westford, MA 01886
(617) 692-7800
P.S. Plauger, President
Total Revenue FYE 12/86 : $ 2.6 m
Is Revenue : $ 1.7 m
Services: Pfs AppSW
Private

Xenergy, Inc.
60 Moll Road
Burlington, MA 01803
(617) 273-5700
Private

Xyvision Design Systems, Inc.
101 Edgewater Drive
Wakefield, MA 01880-1291
(617) 245-4100
Dan McConnell, President
Services: Tky
Parent Company: Xyvision, Inc.

Xyvision, Inc.
101 Edgewater Drive
Wakefield, MA 01880
(617) 245-4100
Laurence S. Liebson, Chairman
Total Revenue FYE 03/88 : $ 34.8 m
Is Revenue : $ 34.8 m
Total Employees: 310
Services: Tky
Public

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3PM, Inc.
30881 Schoolcraft
Livonia, MI 48150
(313) 427-2000
Tom Cook, President
Total Employees: 411
Services: Proc AppSW Tky
Parent Company: McKesson Corporation

Abacus
2201 Kalamazoo S.E.
Grand Rapids, MI 49507
(616) 241-5510
Services: AppSW
Private

Accountants Computer Services
41590 Joy Road
Plymouth, MI 48170
(313) 451-7650
Mr. William Morrison, President
Is Revenue FYE 01/87 (Est) : $ 0.9 m
Total Employees: 10
Services: Proc
Private

Accounting Systems
63 Oakland Avenue
Pontiac, MI 48058
(313) 858-2455
John W. O'Brien, President
Total Revenue FYE 11/84 : $ 0.8 m
Is Revenue : $ 0.6 m
Total Employees: 25
Services: Proc AppSW Tky
Private

Advanced Computer Management Corporation (ACM)
3001 West Big Beaver Road, Suite 402
Troy, MI 48084
(313) 649-1800
Harve C. Light, President
Total Revenue FYE 11/86 : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 175
Services: Pfs AppSW
Private

Alro Computer Software Services
3100 E High Street
PO Box 927
Jackson, MI 49204
(517) 787-5500
Al Glick, President
Total Revenue FYE 12/85 (Est) : $ 0.1 m
Is Revenue (Est) : $ 0.1 m
Total Employees: 4
Services: AppSW
Private

American Business Computer
30500 Northwestern Highway, Suite 100
Farmington Hills, MI 48018
(313) 855-4520
Kimba Vasquez, President
Total Revenue FYE 01/88 : $ 1.5 m
Is Revenue : $ 1.5 m
Services: AppSW
Private

Analytical Technologies, Inc.
30300 Telegraph Road, Suite 184
Birmingham, MI 48010
(313) 540-4440
Total Revenue FYE 12/86 : $ 5.3 m
Total Employees: 150
Services: Pfs
Private

Ann Arbor Software
345 South Division Street
Ann Arbor, MI 48104
(313) 769-9088
Scott Anderson, President
Services: AppSW
Private

Applicon
4251 Plymouth Road
Ann Arbor, MI 48106
(313) 995-6000
Richard A. Mohrman, General Manager
Total Revenue FYE 12/85 : $ 170.0 m
Total Employees: 1396
Services: AppSW Tky
Parent Company: Schlumberger Limited

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Arktronics Corporation
P.O. Box 4190
Ann Arbor, MI 48106
(313) 769-7253
Total Employees: 45
Private

AR Mediquest
6105 West St. Joseph St.
Lansing, MI 48917
(517) 323-0900
Total Employees: 31
Services: AppSW
Private

Asist Corp (The)
401 S. Woodward Avenue
Suite 350
Birmingham, MI 48011-1621
(313) 644-2000
Dennis McDermott, President
Total Revenue : $ 2.7 m
Is Revenue : $ 0.2 m
Total Employees: 20
Services: Pfs AppSW
Private

Association of Computer Retailers
3701 Mckinley Road, Suite2
Chelsea, MI 48118
(313) 475-1378
Private

Attache Software, Inc.
2101 Commonwealth Blvd.
Ann Arbor, MI 48105
(313) 663-1166
Gary Blom, COB
Private

Automated Resource Management Inc.
6055 Jackbon Road
Ann Arbor, MI 48103
(313) 994-6121
Dave Horn, Chief Executive Officer
Is Revenue FYE 12/87 : $ 3.3 m
Total Employees: 15
Services: Network Pfs Proc
Private

Avis Information Systems (AIS)
500 Avis Drive
Ann Arbor, MI 48108
(313) 761-2800
Mr. Warren Avis, President
Private

Basic Byte, Inc.
P.O. Box 924
Southfield, MI 48037-0924
(313) 540-0655
Private

Baudville
5380 52nd St Southeast
Grand Rapids, MI 49508
(616) 698-0888
Private

Cambell Services, Inc.
21700 Northwestern Highway, Suite 1070
Southfield, MI 49075
(313) 559-5955
Services: AppSW
Private

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Chrysler Motors Corporation
12000 Chrysler Drive
Highland Park, MI 48023
(313) 956-5741
G. Greenwald, President
Public

Cogitate, Inc.
24000 Telegraph Road
Southfield, MI 48034
(313) 352-2345
James G. Harlan, President
Total Revenue FYE 06/85 (Est) : $ 0.8 m
Is Revenue (Est) : $ 0.8 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

Com-Code Associates
8481 Acome
Milan, MI 48160
(313) 434-2510
Total Revenue : $ 0.8 m
Is Revenue : $ 0.8 m
Services: AppSW
Private

Comp-U-Check, Inc.
16250 Northland Drive
Southfield, MI 48075
(313) 569-1448
Ronald T. Hill, President
Total Revenue FYE 11/87 : $ 8.0 m
Is Revenue : $ 8.0 m
Total Employees: 120
Services: Proc
Public

Compu-Link Corp.
4000 N. Grand River Ave.
Lansing, MI 48906
(517) 323-4134
John LaRose, President
Total Revenue FYE 12/86 : $ 6.2 m
Is Revenue : $ 6.2 m
Total Employees: 60
Services: Proc
Private

Computer Application Services, Corp.
4000 Town Center, Suite 1080
Southfield, MI 48075
(313) 358-4785
Al Wilson, President
Total Revenue FYE 01/85 : $ 0.9 m
Is Revenue : $ 0.9 m
Total Employees: 11
Services: Pfs AppSW
Private

Computer Applications Tomorrow
24151 Telegraph Road
Southfield, MI 48034
(313) 356-1850
Private

Computer Dynamics, Inc.
29792 Telegraph Road
Southfield, MI 48034
(313) 357-4200
Robert A. Jones, President
Is Revenue FYE 12/87 (Est) : $ 16.0 m
Services: Pfs AppSW SysInt
Private

Computerized Office Systems, Inc.
313 N. 1st Street
Ann Arbor, MI 48103
(313) 665-8778
Michael Wilens, President
Total Revenue FYE 12/85 (Est) : $ 2.0 m
Total Employees: 80
Services: Pfs AppSW
Private

CompuView
1955 Pauline Blvd.
Ann Arbor, MI 48103
(313) 996-1299
Theodore Green, President
Is Revenue FYE 01/87 : $ 0.8 m
Total Employees: 8
Services: AppSW
Private

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Comshare, Inc.
3001 S. State St.
Ann Arbor, MI 48104
(313) 994-4800
Richard L. Crandall, President
Is Revenue FYE 06/87 : $ 75.0 m
Total Employees: 886
Services: Pfs Proc AppSW
Public

Condor Computer Corporation
1490 Eisenhower Place
Ann Arbor, MI 48108
(313) 971-8880
Gerry Moore, President
Total Revenue FYE 12/84 : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 51
Services: AppSW
Private

CRC Information Systems, Inc.
6167 28th St. Southeast
Grand Rapids, MI 49506
(616) 942-8970
Alvin L. Steinhart, President
Total Revenue FYE 03/84 (Est) : $ 6.0 m
Is Revenue (Est) : $ 4.8 m
Total Employees: 65
Services: Pfs Proc
Private

Data Planners
21819 W. Nine Mile Road
Suite 219
Southfield, MI 48075
(313) 353-0740
Ms. Joanne Kolaso, President
Private

DBI Software Products
206 W. Michigan Avenue
Suite 100
Mt. Pleasant, MI 48858
(517) 772-5055
Total Employees: 5
Private

DMW Commercial Systems
2020 Hogback Road
Ann Arbor, MI 48104
(313) 971-5234
Robert A. Schultz, President
Is Revenue FYE 03/87 : $ 5.4 m
Total Employees: 63
Services: Pfs AppSW
Private

Electrocon International, Inc.
611 Church St.
Ann Arbor, MI 48104
(313) 761-8612
Dr. Mark Ends
Is Revenue FYE 01/87 : $ 2.2 m
Total Employees: 22
Services: AppSW
Private

Executive Technology Data Systems
34405 Twelve Mile Road
Suite 200
Farmington Hills, MI 48018
(313) 553-6665
Bill Marker, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Fame Software Corporation
6869 Marshall Road
Dexter, MI 48130
(313) 426-2730
Ashok Bhatia, President
Total Employees: 35
Services: Pfs AppSW

Financial Application Consulting
28333 Telegraph Road
Suite 409
Southfield, MI 48034
(313) 358-5455
Doug Christensen, President
Total Employees: 2
Private

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Garrett Group, Inc.
4590 Stone Leigh Road
Bloom Field Hills, MI 48013
(313) 540-9522
James Garrett, President
Total Employees: 20
Services: Pfs
Private

General Motors Corporation
3044 West Grand Blvd.
Detroit, MI 48202
(313) 556-5000
F. James McDonald, President
Public

Generic Computer Products, Inc.
P. O. Box 790
Department ID-SS
Margiette, MI 49855
(906) 249-9801
David Powers
Total Revenue FYE 12/88 : $ 0.5 m
Total Employees: 14
Private

Gracon Services, Inc.
4632 Okemos Road
Okemos, MI 48864
(517) 349-4900
Mike Grady, President
Is Revenue FYE 12/87 : $ 0.8 m
Total Employees: 12
Services: Pfs AppSW SysSW
Private

Holland Systems Corporation
3131 South State Street, Suite 303
Ann Arbor, MI 48108
(313) 995-9595
Robert H. Holland, President
Total Employees: 45
Services: Pfs Tky
Private

Info Designs, Inc.
445 Enterprise Court
Bloomfield Hills, MI 48013
(313) 334-9790
Richard L. Stahl, President
Total Revenue FYE 12/84 : $ 2.1 m
Total Employees: 24
Services: AppSW
Public

Intro-Logic, Inc.
P.O. Box 569 Lathrup
Village, MI 48076
(313) 557-7120
Lloyd G. Henry, President
Is Revenue FYE 12/87 (Est) : $ 1.1 m
Total Employees: 17
Services: Pfs AppSW
Private

Louis A. Wright & Associates
44567 Pinetree Drive
Plymouth, MI 48170
(313) 459-7760
Louis A. Wright, President
Is Revenue FYE 12/87 (Est) : $ 8.6 m
Total Employees: 65
Services: Pfs AppSW SysInt
Private

Manufacturing Data Systems, Inc.
4251 Plymouth Road
P.O. Box 986
Ann Arbor, MI 48105
(313) 995-6000
Richard A. Mohrman, CEO
Public

Mechanical Dynamics, Inc.
3055 Plymouth Road
Ann Arbor, MI 48105
(313) 994-3800
Mr. Michael Korbalski, President
Total Revenue : $ 2.6 m
Is Revenue : $ 2.1 m
Total Employees: 35
Services: Pfs AppSW
Private

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Merit Systems, Inc.
5800 Crooks Road, Suite 200
Troy, MI 48098-2814
(313) 879-7600
John M. Yeaton, President
Total Revenue FYE 11/10 : $ 16.0 m
Is Revenue : $ 16.0 m
Total Employees: 300
Services: Network Pfs SysInt
Private

Multiple Technologies Corporation
32255 Northwestern Highway
Suite 206
Farmington Hills, MI 48018
(313) 737-4499
William A. Phillips, President
Is Revenue FYE 01/87 : $ 15.0 m
Private

Nastec Corporation
24681 Northwestern Highway
Southfield, MI 48075
(313) 653-3300
James McGuire, President
Total Revenue FYE 12/87 (Est) : $ 10.0 m
Total Employees: 120
Services: AppSW
Private

National Database Software, Inc.
5488 Centerbrook
West Bloomfield, MI 48033
(313) 851-5560
David Kleinberg, President
Services: AppSW
Private

Oakland Management Services
1754 Maplelawn
P.O. Box 1019
Troy, MI 48099
(313) 524-9590
Jeff Budginstien, General Manager
Total Employees: 22
Services: AppSW
Private

OTF Equities, Inc.
1400 Ford Building
Detroit, MI 48226
(313) 964-5907
Public

Parameter Driven Software
30800 North Telegraph Road, Suite 3820
Birmingham, MI 48010
(313) 540-4460
Pat Comeaux, President
Is Revenue FYE 01/87 : $ 5.0 m
Total Employees: 31
Services: Pfs AppSW
Private

Point of Sale Systems Corp.
706 Chippewa Square
Marquette, MI 49855
(906) 228-7623
Rod Aldrich, President
Is Revenue FYE 01/87 : $ 0.4 m
Total Employees: 8
Services: AppSW Tky
Private

Realtron Corporation
24065 Five Mile Road
Detroit, MI 48239
(313) 255-1200
Jack Jominy, President
Private

Realtron Multi-List Corporation
24065 Five Mile Road
Detroit, MI 48239
(313) 255-1200
Jack Jominy, President
Total Revenue FYE 01/87 : $ 35.0 m
Is Revenue (Est) : $ 35.0 m
Total Employees: 500
Services: Proc
Private

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Schlumberger CAD/CAM
4251 Plymouth Road
P.O. Box 986
Ann Arbor, MI 48106
(313) 995-6000
Is Revenue FYE 12/87 : $ 550.0 m
Services: AppSW Tky
Parent Company: Schlumberger Limited

Secure Data Corporation
1080 W. Entrance Drive
Auburn Hills, MI 48057
(313) 377-2020
John H. Oser, President
Total Employees: 195
Services: AppSW
Parent Company: Security Bank Corporation

Sensible Software
210 S. Woodward, Suite 229
Birmingham, MI 48011
(313) 258-5566
Charles Hartley, President
Total Employees: 9
Services: AppSW
Private

Sirco Enterprises, Inc.
2265 Livernois, Suite 100
Troy, MI 48083
(313) 362-2200
Robert G. Sirna, President
Is Revenue FYE 08/87 : $ 2.4 m
Total Employees: 110
Services: AppSW
Private

Small Systems Software, Inc.
10135 Grange Avenue
Rockford, MI 49341
(616) 866-4315
James Elenbeaf, President
Is Revenue FYE 12/87 : $ 0.4 m
Total Employees: 6
Services: AppSW SysInt Tky
Private

Software Dynamics, Inc.
330 Hamilton, Suite 202
Birmingham, MI 48089
(313) 646-7499
David Tuitle, President
Total Revenue FYE 02/84 : $ 1.1 m
Is Revenue : $ 1.1 m
Total Employees: 15
Services: Pfs Tky
Private

Supply Tech, Inc.
27784 Franklin Road
Southfield, MI 48034
(313) 357-3430
Ted Annis, CEO
Total Revenue FYE 12/87 : $ 2.1 m
Is Revenue : $ 2.1 m
Total Employees: 20
Services: AppSW
Private

T & B Computing, Inc.
1100 Eisenhower Place
Ann Arbor, MI 48108
(313) 973-1900
Timothy J. Monteith, President
Is Revenue FYE 01/87 : $ 9.1 m
Total Employees: 65
Services: Pfs AppSW Tky
Parent Company: Townsend and Bottum, Inc.

Townsend and Bottum, Inc.
2245 State Street
Ann Arbor, MI 48106
(313) 761-3440
Private

Unisys Corporation
P.O. Box 418
Detroit, MI 48232-
(313) 972-7000
Services: Pfs AppSW SysSW SysInt Tky
Public

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World Computer Corporation
985 West Entrance Drive
Auburn Hills, MI 48057
(313) 377-4840
Donn Schulte, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue (Est) : $ 20.0 m
Total Employees: 290
Services: Proc Tky
Private

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ADP Manufacturing Services Division
3025 Harbor Lane
Minneapolis, MN 55441
(612) 559-8263
Glenn Marschell, President
Total Employees: 50
Services: AppSW
Parent Company: Automatic Data Processing, Inc.

AMERICAN BUSINESS COMPUTERS
3433 Broadway St, NE
Minneapolis, MN 55413
(612) 331-8844
Services: AppSW
Private

Analysts International Corporation
7615 Metro Blvd.
Minneapolis, MN 55424
(612) 835-2330
Frederick W. Lang, President
Is Revenue FYE 06/87 : $ 65.3 m
Total Employees: 1100
Services: Pfs
Public

Application Development Systems, Inc.
6840 78th Avenue North
Minneapolis, MN 55445
(612) 560-8634
Ed Harris, President
Is Revenue FYE 03/87 (Est) : $ 5.6 m
Total Employees: 100
Services: SysSW
Private

B.I. Moyle Associates, Inc.
5788 Lincoln Drive
Minneapolis, MN 55436
(612) 933-2885
Bennett Moyle, President
Is Revenue FYE 01/87 : $ 1.2 m
Total Employees: 8
Services: SysSW
Private

Camax Systems, Inc.
7225 Ohms Lane
Minneapolis, MN 55435
(612) 831-0604
David Arnoldy, President
Total Revenue FYE 12/85 (Est) : $ 3.0 m
Is Revenue (Est) : $ 1.1 m
Total Employees: 45
Services: Tky
Private

Centec Corporation
200 West 88th Street
Minneapolis, MN 55420
(612) 881-8245
Paul Minor, President
Total Revenue FYE 08/85 : $ 6.2 m
Is Revenue : $ 2.5 m
Total Employees: 50
Services: AppSW Tky
Private

Computer Concepts & Services, Inc.
7227 3rd. St. South
St. Cloud, MN 56302
(612) 253-2170
Daniel J. Brennan, President
Total Revenue FYE 10/85 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 59
Services: Pfs AppSW Tky
Parent Company: Business Records Corporation

Computer Designed Systems, Inc.
10911 Olson Memorial Highway
Minneapolis, MN 55441
(612) 545-2855
Gregory T. Pulos, President
Total Revenue : $ 3.4 m
Is Revenue : $ 3.4 m
Total Employees: 30
Services: Tky
Public

Computoservice, Inc.
1315 Stadium Road
Mankato, MN 56001
(507) 625-1691
Robert Holzinger, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 104
Services: Proc Tky
Private

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Control Data Business Services Group
8100 34th Avenue South
Minneapolis, MN 55440
(612) 853-8100
D.P. White, President
Parent Company: Control Data Corporation

Control Data Computer Systems and Services Group
8100 34th Avenue South
P.O. Box 0
Minneapolis, MN 55440
(612) 853-4013
Thomas C. Roberts, President
Parent Company: Control Data Corporation

Control Data Corporation
8100 34th Ave., South
Minneapolis, MN 55440
(612) 853-8100
Robert M. Price
Services: Network Pfs Proc AppSW SysSW SysInt Tky
Public

Cytrol, Inc.
4620 W. 77th Street
Minneapolis, MN 55435
(612) 835-4884
Roy J. Smith, President
Total Revenue FYE 12/85 : $ 7.6 m
Is Revenue : $ 7.6 m
Total Employees: 100
Services: Pfs AppSW
Private

Databar Corporation
10125 Cross Town Circle
Eden Prairie, MN 55344
(612) 944-5700
Private

Data Management, Inc.
7601 Bush Lake Road
Edina, MN 55435
(612) 831-3350
Gerald W. Simonson
Private

Datamap, Inc.
7176 Shady Oak Rd.
Eden Praire, MN 55344
(612) 941-1900
Grant Warfield, President
Is Revenue FYE 06/87 (Est) : $ 0.4 m
Total Employees: 15
Services: Network Pfs Proc AppSW SysInt Tky
Private

Davis, Thomas and Associates, Inc.
8800 Highway 7, Suite 301
Minneapolis, MN 55426
(612) 938-7669
A. Gordon Thomas, President
Services: Pfs AppSW
Private

Deluxe Corporation
1080 W. County Road F
St. Paul, MN 55126-8201
(612) 483-7111
Alan Brown
Total Employees: 10237
Public

Digigraphic Systems Corporation
7277 Flying Cloud Drive
Eden Prairie, MN 55344-1952
(612) 944-6383
Donald E. Roepke, President
Total Revenue FYE 12/85 : $ 19.7 m
Public

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EMA Technologies, Inc.
480 Cedar Street, Hanover Building
St. Paul, MN 55101
(612) 298-1992
Alan W. Manning, President
Total Revenue FYE 12/86 : $ 8.3 m
Is Revenue : $ 8.3 m
Total Employees: 105
Services: Pfs AppSW
Private

Exchange Data, Inc.
75 S. 5th Street, Suite M
Minneapolis, MN 55402
(612) 332-2101
Jim Ullyot
Total Employees: 7
Private

Fargo Electronic Services, Inc.
7150 Shady Oak Road
Eden Prairie, MN 55344
(612) 941-9470
Robert Cummins, President
Total Employees: 20
Services: Pfs Proc AppSW
Private

FBS Information Services
332 Minnesota Street
St. Paue, MN 55101
(612) 291-5877
Delroy R. Hayunga, President
Total Revenue FYE 12/84 : $ 46.6 m
Is Revenue : $ 46.6 m
Total Employees: 557
Services: Proc
Parent Company: First Bank System, Inc.

First Bank Corporation Information Services
P.O. Box 64603
St. Paul, MN 55164
(612) 291-5868
George Dixon, CEO
Total Employees: 550
Services: Proc
Public

First Bank System, Inc.
1200 First Bank Place East
Minneapolis, MN 55402
(612) 370-5100
Private

Fourth Shift Corporation
7900 International Drive
Eagan, MN 55122
(612) 851-1500
Mal Spuckey, President
Is Revenue FYE 12/87 : $ 12.0 m
Total Employees: 100
Services: AppSW
Private

Gelco Corporation
One Gelco Drive
Eden Prairie, MN 55344
(612) 828-1000
N. Bud Grossman, Chairman
Total Revenue FYE 07/86 : $ 1016.3 m
Public

Gelco Maintenance Systems
3 Gelco Dr.
Eden Praire, MN 55344
(612) 828-2400
N. Bud Grossman, CEO
Total Revenue FYE 07/85 : $ 3.1 m
Is Revenue : $ 3.1 m
Total Employees: 17
Services: AppSW Tky
Parent Company: Gelco Corporation

Help/38 Systems
6101 Baker Road
210 Baker Technolgy Plaza
Minnetonka, MN 55345
(612) 933-0609
Richard R. Jacobson, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 20
Private

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Honeywell, Inc.
Honeywell Plaza
Minneapolis, MN 55408
(612) 870-5200
Edson W. Spencer, Chairman
Total Revenue FYE 12/85 : $ 7300.0 m
Is Revenue : $ 156.0 m
Total Employees: 94300
Services: Pfs AppSW Tky
Public

Instant Web
7951 Power Blvd.
Chanhassen, MN 55317
(612) 474-0961
Jerome Carlson, President
Private

Intran Corporation
5601 Smetana Drive
Minnetonka, MN 55343
(612) 931-9170
Gerald Koch, President
Total Revenue FYE 03/84 (Est) : $ 4.2 m
Is Revenue (Est) : $ 4.2 m
Total Employees: 225
Services: Pfs Proc
Private

IXI Sales & Services Co., Inc.
26344 Park Station
Minneapolis, MN 55426
(612) 474-8171
Private

JobTrak Systems, Inc.
7269 Flying Cloud Drive
Eden Prairie, MN 55344
(612) 829-0337
Gary Puffett, President
Is Revenue FYE 12/87 (Est) : $ 0.5 m
Total Employees: 12
Services: Tky
Private

Kensinger Integreted Technology
1355 Mendota Heights Road
St. Paul, MN 55120
(612) 688-0620
Steve Kensinger
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Lawson Associates
2021 E. Hennepin Ave.
Minneapolis, MN 55413
(612) 379-2633
Ken Holec, President
Is Revenue FYE 01/87 : $ 16.0 m
Total Employees: 220
Services: AppSW
Private

Mailhouse, Inc.
8711 Lendale Avenue South
Minneapolis, MN 55420
(612) 881-8888
Kevin Egan, President
Is Revenue FYE 03/87 (Est) : $ 4.0 m
Total Employees: 200
Services: Proc
Private

Maple Plain Company
12755 State Highway 55
Minneapolis, MN 35359
(612) 479-4100
Parent Company: Carlson Marketing Group

Micro Business Applications
12223 Wood Lake Drive South
Burnsville, MN 55337
(612) 894-3470
Dwight Wright, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 15
Services: AppSW
Private

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Norwest Corporation
1200 Peavey Building
Minneapolis, MN 55479
(612) 372-8268
Lloyd P. Johnson, President
Total Revenue FYE 01/87 : $ 559.0 m
Public

NuComp Systems, Inc.
2277 W. Highway 36
St. Paul, MN 55113
(612) 633-3800
Bahram Yusefzadh, President
Total Employees: 100
Services: AppSW
Private

Peaksolutions
2626 East 82nd St.
Suite 101
Minneapolis, MN 55420
(612) 854-0228
Larry Walker, President
Is Revenue FYE 12/87 : $ 0.2 m
Total Employees: 18
Services: Tky
Private

Pharmacia Deltek, Inc.
1265 Gray Fox Rd.
St. Paul, MN 55110
(612) 633-2556
Scott Spinka, VP of Sales and Marketing
Total Employees: 15
Services: AppSW
Private

Pictographics Intl.
1601 E. Highway 13
Burnsvill, MN 55337
(612) 894-6247
Private

Professional Computer Service
3055 Old Highway 8
Minneapolis, MN 55418
(612) 782-2447
Chuck Munston, President
Is Revenue FYE 12/87 : $ 8.1 m
Total Employees: 200
Services: Proc Tky
Private

Professional Data Management Systems Inc.
7582 Currell Blvd.
Saint Paul, MN 55125
(612) 925-1347
Michael Auclair, President
Total Employees: 10
Services: Pfs AppSW Tky
Private

Professional Processing, Inc.
12237 WoodLake Drive
Burnsville, MN 55337
(612) 895-9568
Ken Dalley, CEO
Is Revenue FYE 12/87 : $ 1.6 m
Total Employees: 43
Services: Proc
Private

Red Wing Business Systems, Inc.
610 Main Street
P.O. Box 19
Red Wing, MN 55066
(612) 388-1106
Lyle Warrington, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 16
Services: AppSW
Private

Ring Computer
6809 Shady Oak Road
Eden Prairie, MN 55344
(612) 944-9443
David Baker, President
Is Revenue FYE 12/87 : $ 0.6 m
Total Employees: 8
Services: Proc Tky
Public

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Scientific Computers, Inc.
10101 Bren Road
East Minnetonka, MN 55343
(612) 933-4200
Private

Serving Software, Inc. (SSI)
2221 University Avenue
Minneapolis, MN 55414
(612) 623-2840
John Haugo, President
Is Revenue FYE 12/87 : $ 2.5 m
Total Employees: 29
Services: AppSW
Private

Software Strategies
7412 Washington Avenue
Eden Prairie, MN 55344
(612) 941-4044
Private

Springboard Software
7808 Creek Ridge Circle
Minneapolis, MN 55435
(612) 944-3915
John Paulson, President
Total Revenue FYE 01/87 : $ 9.1 m
Is Revenue : $ 9.1 m
Total Employees: 33
Services: AppSW
Public

St. Paul Software
786 Transfer Road
St. paul, MN 55114
(612) 641-0963
Gary Anderson, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 8
Services: SysSW
Private

System Solutions, Inc.
2650 Nicollet Ave.
Minneapolis, MN 55408
(612) 871-5713
Gerald Ganam, President
Is Revenue FYE 03/87 (Est) : $ 0.5 m
Total Employees: 4
Services: AppSW
Private

Technalysis Corporation
6700 France Avenue, South
Minneapolis, MN 55435
(612) 925-5900
Victor A. Rocchio, President
Total Employees: 125
Services: Pfs
Public

Time Management Corporation
7500 Olson Memorial Highway
Minneapolis, MN 55427
(612) 542-8333
Peter Bailey, President
Is Revenue FYE 12/87 : $ 0.9 m
Total Employees: 45
Services: Tky
Public

Twin Oaks, Inc.
P.O. Box 136
Cottage Grove, MN 55016
(612) 388-7372
Jon Dokken, President
Total Employees: 2
Private

Unco Data Systems, Inc.
P.O. BOX 9427
Minniapolis, MN 55436
(612) 935-4466
John Packard, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 70.0 m
Total Employees: 25
Services: Pfs Proc AppSW SysSW
Private

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Vocam Systems, Inc.
10800 Lyndale Avenue S.
Bloomington, MN 55402
(612) 888-4890
B. Richard Vogen
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 3
Services: AppSW
Public

Warrington Associates Inc.
601 Second Avenue South
Hopkins, MN 55343
(612) 935-3300
Charles R. Gesme

WEBB Company
1999 Shepard Road
St. Paul, MN 55116
(612) 690-7323
Private

West Publishing Company
50 W. Kellogg Blvd
P.O. Box 64526
St. Paul, MN 55164-0526
(612) 228-2500
Dwight D. Opperman, President
Total Employees: 3400
Services: Network AppSW
Private

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Britz Publishing, Inc.
1814 Capital Towers
Jackson, MS 39201
(601) 354-8882
Leon F Steward, President
Private

Burkhalter & Company
520 E. Capitol
Jackson, MS 39201
(601) 948-6700
Henry M. Burkhalter, Managing Partner
Total Employees: 45
Private

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Britz Publishing, Inc.
1814 Capital Towers
Jackson, MS 39201
(601) 354-8882
Leon F Steward, President
Private

Burkhalter & Company
520 E. Capitol
Jackson, MS 39201
(601) 948-6700
Henry M. Burkhalter, Managing Partner
Total Employees: 45
Private

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Accountants Processing Center
2200 S. Brentwood Boulevard
St. Louis, MO 63144
(314) 968-3434
Palmer L. Conran, President
Private

Action Data Services
7822 Bon Homme Ave.
St. Louis, MO 63105
(314) 867-7700
Jim Rosenouer, General Manager
Total Employees: 90
Private

AG-PRO Computer Technologies, Inc.
5100 Oakland Ave., #202
St. Louis, MO 63110
(314) 533-2288
William Larsenbacher, President
Total Revenue (Est) : $ 1.3 m
Is Revenue (Est) : $ 1.3 m
Total Employees: 13
Services: AppSW
Private

Auditech Computing Services
145 Weldon Parkway
Suite 115
St. Louis, MO 63043
(314) 993-5904
J. McMillan
Total Revenue (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 40
Services: Pfs Proc AppSW
Parent Company: EKI Incorporated

Automated Data Services, Inc.
6710 Clayton Road
St Louis, MO 23117
(314) 644-4050
Jay Hilnbrand, President
Private

Automated Information Inc.
6710 Clayton Road
St. Louis, MO 63117
(314) 644-4050
Robert Love, President
Total Employees: 150
Private

Avar & Associates
414 N. Winnebago Dr.
Greenwood, MO 64034
(816) 537-6676
Sterling Weaver, President
Private

Cache Data Product Distributors
8230 Forsyth, Suite 201
St. Louis, MO 63105
(314) 721-3168
Private

Cass Information Systems, Inc.
1015 Locust Street
St. Louis, MO 63101
(314) 621-4121
Lawrence Collett, President
Total Revenue FYE 12/86 : $ 13.0 m
Is Revenue : $ 13.0 m
Total Employees: 160
Services: Pfs Proc
Parent Company: Cass Commercial Corporation

Cerner Corporation
2800 Rockcreek Parkway
Kansas City, MO 64117
(816) 221-1024
Neal L. Patterson
Total Employees: 240
Services: AppSW Tky
Public

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Computrol Inc.
600 Kellwood Parkway
Chesterfield, MO 63017
(314) 576 3412
Robert Parks, President
Total Revenue FYE / (Est) : $ 1.7 m
Private

Data Research Associates, Inc.
1276 N. Warson Road
P.O. Box 8495
St. Louis, MO 63132
(800) 325-0888
Michael J. Mellinger, President
Total Revenue FYE 09/88 (Est) : $ 10.5 m
Is Revenue : $ 10.5 m
Total Employees: 70
Services: AppSW Tky
Private

Dispensa-Matic
1335 Convention Plaza
St. Louis, MO 63103
(800) 325-7303
Private

DST Systems, Inc.
1004 Baltimore
Kansas City, MO 64105
(816) 435-6535
Thomas McDonnell, President
Is Revenue FYE 12/87 : $ 77.0 m
Total Employees: 1800
Services: Proc
Public

Enertronics Research, Inc.
1910 Pine Street
St. Louis, MO 63103
(314) 421-2721
Steve Andes, President
Is Revenue FYE 06/87 (Est) : $ 4.0 m
Total Employees: 33
Services: AppSW
Private

Entertronics Research, Inc.
15 Station Plaza
1910 Pine Street
St. Louis, MO 63103
(314) 421-2771
Private

Foresight Resources Corp.
10725 Ambassador Drive
Kansas City, MO 64153
(816) 891-1090
Services: AppSW
Private

GAI Systems
P.O. Box 5832
St. Louis, MO 63134
(314) 831-6464
Walter Garrett, President
Total Revenue FYE 12/84 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 5
Services: AppSW
Private

Geac Computers, Inc.
1807 Park 270 Drive
Suite 400
St. Louis, MO 63146
(314) 878-4210
James C. Puzniak, President
Is Revenue FYE 04/87 : $ 12.0 m
Total Employees: 810
Services: Pfs Proc Tky
Parent Company: Geac Canada Limited

Genelco, Inc.
1600 South Brentwood Blvd., Suite 500
St. Louis, MO 63144
(314) 962-2040
David B. Johnson, President
Is Revenue FYE 12/87 : $ 7.1 m
Total Employees: 130
Services: Proc AppSW
Parent Company: General American Life Insurance Co.

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General Dynamics Corporation
Pierre Laclede Center
St. Louis, MO 63105
(314) 889-8200
Oliver C. Boileau, President
Total Revenue FYE 12/86 (Est) : $ 8600.0 m
Services: Pfs Proc AppSW
Public

General Dynamics - Data Systems Division
12101 Woodcrest Executive Drive
St. Louis, MO 63141
(314) 851-8917
Ace Hall, General Manager
Total Revenue FYE 12/86 (Est) : $ 86.0 m
Is Revenue (Est) : $ 84.3 m
Total Employees: 3300
Services: Pfs Proc AppSW
Parent Company: General Dynamics Corporation

H & R Block, Inc.
4410 Mainstreet
Kansas City, MO 64111
(816) 753-6900
Services: Proc
Public

Information Industries, Inc.
8880 Ward Parkway
Kansas City, MO 64114
(816) 444-8100
Robert W. Spackman, President
Is Revenue FYE 04/87 (Est) : $ 7.4 m
Total Employees: 70
Services: Pfs
Private

Interface Technology, Inc.
1850 Borman Court
St. Louis, MO 63146
(314) 434-0046
William Canfield, President
Total Revenue FYE 01/87 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 56
Services: Tky
Private

Jack Henry & Associates, Inc.
P.O. Box 807
Monett, MO 65708
(417) 235-6652
Jack Henry, President
Is Revenue FYE 06/87 : $ 15.0 m
Total Employees: 150
Services: Tky
Public

Langenbacher Data Systems
12400 Olive Blvd., Suite 350
St. Louis, MO 63141
(314) 533-2288
William B. Langenbacher, President
Total Revenue FYE 11/84 (Est) : $ 1.3 m
Is Revenue (Est) : $ 1.3 m
Total Employees: 25
Services: Pfs Proc
Private

MacKinney Systems
2674-A S. Glenstone Avenue
Suite 112
Springfield, MO 65804
(417) 882-8012
Steve MacKinney
Total Revenue FYE 01/87 (Est) : $ 1.4 m
Is Revenue : $ 1.4 m
Total Employees: 7
Private

McDonnell Douglas Information Systems Company
P.O. Box 516
St. Louis, MO 63116
(314) 232-9551
John F. McDonnell, President
Total Employees: 11000
Services: Network Pfs Proc AppSW SysSW SysInt Tky

Midwest Software
1160 Appleseed Lane
St. Louis, MO 63132
(314) 997-2369
Private

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Moore Data Management Systems
S. Highway 100
400 E. Parkdale Plaza
St. Louis, MO 55416
(612) 540-1000
Scott Mitchell, President
Total Revenue FYE 12/84 (Est) : $ 60.0 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 1000
Services: Proc Tky
Parent Company: Moore Business Forms, Inc.

Mosby Systems
11830 Westline Industrial Drive
St. Louis, MO 63141
(314) 872-8370
Private

Mylee Digital Sciences, Inc.
433 Sovereign Court
Manchester, MO 63011
(314) 256-8221
James R. Moag, President
Is Revenue FYE 10/87 : $ 3.0 m
Total Employees: 32
Services: Network Pfs AppSW Tky
Public

North American Business Systems, Inc.
3840 Lindell Road
St. Louis, MO 63108
(314) 534-7404
James L. Buckley,Jr., President
Total Revenue FYE 12/85 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 5
Services: Pfs
Private

Optimation
645 N. Powell Road
Independence, MO 64050
(816) 257-1500
Michael D. Lundy, President
Total Revenue FYE 06/88 (Est) : $ 5.0 m
Total Employees: 80
Services: AppSW
Private

Overfelt Company, Inc.
1125 Grand Avenue
Kansas City, MO 64106
(816) 474-6760
Charles R. Overfelt, President
Total Revenue : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 9
Services: Proc AppSW
Private

Polygon Associates
1024 Executive Parkway
St. Louis, MO 63144
(314) 576-7709
Bruce Babeler, President
Is Revenue FYE 10/87 : $ 2.7 m
Total Employees: 35
Services: Network
Private

SCS/Computer, Inc.
1714 Deer Tracks Trail
St. Louis, MO 63131
(314) 966-1040
Robert W. Nolan, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 195
Services: Proc AppSW
Public

Solid State Software, Inc.
1401 N. Jesse James Road
Excelsior Springs, MO 64024
(816) 637-8638
Mr. William McCullough, President
Is Revenue FYE 12/87 : $ 0.2 m
Total Employees: 2
Services: AppSW
Private

United Telecommunications, Inc.
P.O. Box 11315
Kansas City, MO 64112
(913) 676-3014
William Esrey, President
Is Revenue FYE 12/87 : $ 14.3 m
Total Employees: 2100
Services: AppSW
Public

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Intelligent Machines
1440 West Broadway
Missoula, MT 59802
(406) 728-0332
James W. Moody, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 5
Services: Pfs AppSW SysSW SysInt Tky
Private

Western Computer Services Inc.
33 Neil Avenue
Helena, MT 59601
(406) 443-5491
Dana Glatz, President
Is Revenue FYE 12/87 (Est) : $ 0.5 m
Total Employees: 9
Services: Pfs Proc AppSW
Private

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CAMS 1988
Directory of Information Services Companies
State of Nebraska

ALR Systems & Software, Inc.
224 S. 108th Avenue #7
Omaha, NE 68154
(402) 333-4251
Larry Andrews, President
Is Revenue FYE 10/87 (Est) : $ 3.0 m
Total Employees: 15
Services: Pfs AppSW SysInt Tky
Private

Applied Communications, Inc.
330 South 108th Avenue
Omaha, NE 68154
(402) 390-7600
Neal Hansen
Is Revenue FYE 12/87 : $ 35.0 m
Total Employees: 500
Services: AppSW
Parent Company: U S West, Inc.

Automation, Inc.
10703 J Street
Omaha, NE 68127
(402) 339-9500
Mike F. Koch, President
Is Revenue FYE 12/87 (Est) : $ 2.5 m
Total Employees: 34
Services: Proc Tky
Private

CD Systems, Inc.
14614 Grover Street
Omaha, NE 68144
(402) 330-2310
Robert Crandell, President
Is Revenue FYE 06/87 : $ 7.5 m
Total Employees: 50
Services: AppSW SysInt Tky
Private

First Data Resources Inc.
7301 Pacific St.
Omaha, NE 68114-5497
(402) 399-7000
Henry C. Duques, President
Is Revenue FYE 12/87 : $ 320.0 m
Total Employees: 7200
Services: Proc
Parent Company: American Express Company

Harris Technology Group, Inc.
625 Peach Street
P.O. Box 80837
Lincoln, NE 68501
(402) 476-2811
Ronald L. Harris, President
Total Revenue FYE 06/84 : $ 15.0 m
Total Employees: 50
Services: Pfs AppSW
Private

Information Technology, Inc.
P.O. BOX 2705
1345 Old Cheney Road
Lincoln, NE 68502
(402) 423-2682
Don Dillon, President
Total Revenue FYE 01/87 (Est) : $ 45.0 m
Is Revenue : $ 45.0 m
Total Employees: 150
Services: AppSW Tky
Private

Magic Software, Inc.
1706 Galvin Road South
Bellevue, NE 68005
(402) 330-2310
Cliff Foster, President
Is Revenue FYE 11/87 : $ 0.7 m
Total Employees: 6
Services: AppSW SysSW
Private

Metromail Corporation
901 West Bond Street
Lincoln, NE 68521-3694
(402) 475-4591
Reginald C. Troncone, Chairman
Is Revenue FYE 01/87 : $ 50.0 m
Total Employees: 830
Services: Network
Parent Company: Dun & Bradstreet Corporation (The)

STI Software Technology Inc.
6101 s. 58th Street
Lincoln, NE 68516
(402) 423-1440
Brad Berlin, CEO
Is Revenue FYE 04/87 : $ 2.0 m
Total Employees: 24
Services: Pfs AppSW
Private

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Cape Data, Inc.
1050 Bible Way, Suite 5
Reno, NV 89551
(702) 323-3100
Peter Summers, President
Total Revenue (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 7
Services: Pfs
Private

CMS Management Consultants
6121 Lake Side Dr.
Suite 110
Reno, NV 89511
(702) 825-0712
G. Douglas Ball, President
Total Revenue FYE 12/84 : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 5
Services: Pfs Proc
Private

Computer Information Systems, Inc.
P.O Box 80957
Las Vegas, NV 89180
(702) 736-9401
Howard Reisman, President
Total Revenue FYE 10/87 (Est) : $ 7.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 75
Services: Proc AppSW SysSW Tky
Private

LF TECHNOLOGIES, Inc.
2800 Lockheed Way
Carson City, NV 89701
(702) 883-7611
Total Revenue FYE 12/86 : $ 375.5 m
Public

Migent Software, Inc.
865 Tahoe Blvd.
P.O. Box 6062
Incline Village, NV 89450
(702) 832-3700
Charles Hamilton
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 32
Services: AppSW SysSW
Parent Company: Migent Software Corporation

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CAMS 1988
Directory of Information Services Companies
State of New Hampshire

Applied Microcomputer Systems
Page Hill Road
Choucoura, NH 03817
(603) 323-8666
Peter Smart, President
Is Revenue FYE 12/87 : $ 0.6 m
Total Employees: 6
Services: AppSW SysSW
Private

ASA International, Ltd.
1700 West Park Drive
Westboro, NH 01581
(508) 898-2727
Christopher Crane, President
Total Employees: 147
Services: AppSW
Public

BKW, Inc.
10 Corporate Drive
Bedford, NH 03102
(603) 472-2030
Alfred Fichera, President
Is Revenue FYE 09/87 : $ 4.0 m
Total Employees: 14
Services: AppSW Tky
Public

DTSS Incorporated
Buck Rd.
P.O. Box 70
Hanover, NH 03755
(603) 643-6600
J. Peter Manzo,Jr., President
Total Revenue FYE 12/87 (Est) : $ 2.5 m
Is Revenue : $ 1.7 m
Total Employees: 43
Services: Proc AppSW
Parent Company: Metropolitan Life Insurance Company

Frey Associates, Inc.
Chestnut Hill Road
Amherst, NH 03031
(603) 472-2800
Eric D. Frey, Chairman
Total Employees: 30
Services: Pfs Tky
Private

Hampstead Computer Graphics
P.O. Box 469
East Hampstead, NH 03826
(603) 329-5076
Dan Healy, President
Is Revenue FYE 12/87 (Est) : $ 1.3 m
Total Employees: 11
Services: AppSW
Private

Interactive Computer Systems
87 Indian Rock Road
Woodland Ridge
Windham, NH 03087
(603) 893-8520
Richard Roche, Chairman
Total Revenue FYE 12/84 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 12
Services: AppSW
Private

JEB Systems
32 Daniel Webster Highway, #323
Merrimack, NH 03054
(603) 883-4662
James Brock, President
Is Revenue FYE 03/87 : $ 0.8 m
Total Employees: 13
Services: AppSW
Private

L & L Products, Inc.
Box A-57
Hanover, NH 03755
(603) 643-4503
Peter Stanzel, President
Total Revenue FYE 12/87 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 4
Services: AppSW
Private

MENTOR Resources Inc.
One Tara Boulevard
Nashua, NH 03062
(603) 888-2580
Wes Sager, CEO
Total Revenue FYE 12/87 (Est) : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 16
Services: AppSW

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ORIGIN Systems, Inc.
136 Harvey Road, Bldg. B
Londonderry, NH 03053
(603) 644-3360
Robert Garriott
Total Employees: 50
Services: AppSW
Private

Profitkey International, Inc.
382 Main St.
Salem, NH 03079
(603) 898-9800
Richard Lilly, President
Is Revenue FYE 09/87 : $ 6.4 m
Total Employees: 80
Services: Pfs AppSW SysInt Tky
Private

Real World Corporation
282 Loudon Road
P.O. Box 2051
Concord, NH 03302-2051
(603) 224-2200
Larry Byrnes, President
Total Revenue FYE 06/88 (Est) : $ 14.5 m
Is Revenue : $ 14.5 m
Total Employees: 140
Services: AppSW
Parent Company: Interactive Financial Services, Inc.

Sanders Associates Inc.
Daniel Webster Highway, South
Nashua, NH 03061
(603) 885-4321
Is Revenue FYE 12/87 : $ 13.5 m
Total Employees: 7500
Services: Tky
Parent Company: Lockheed Corporation

Softlogic Solutions, Inc.
530 Chestnut St.
Manchester, NH 03101
(603) 627-9900
Ed Tolson, President
Services: SysSW
Private

True Basic, Incorporated
39 South Main Street
Hanover, NH 03755
(603) 643-3882
Leo L. Kornfeld, President
Total Revenue FYE 12/85 : $ 1.3 m
Total Employees: 14
Services: AppSW
Private

Wayne Green Publications Group
Route 101 & Elm St.
Peterborough, NH 03458
(603) 924-7138
Private

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3M Datatrak Systems, Inc.
10 Sylvan Way
Parsippany, NJ 07054
(201) 267-5990
Julian AvRutick, President
Total Employees: 32
Services: Pfs AppSW Tky

ABC Financial Systems, Inc.
1273 North Church Street
Moorestown, NJ 08057
(609) 235-9060
James McVeigh, President
Private

Accounting Data Service
511 Millburn Ave.
Short Hills, NJ 07078
(201) 467-0050
Herbert Sarwin, President
Total Revenue FYE 12/86 : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 8
Services: Pfs Proc
Private

Administrative Data Systems, Inc.
Box 7653
Atlantic City, NJ 08404
(609) 728-3464
Private

ADP Banking and Thrift Division
2091 Springdale Road
Cherry Hill, NJ 08034
(609) 424-0150
Lynn Mangum, President
Services: Proc
Parent Company: Automatic Data Processing, Inc.

ADP Brokerage Services Division
One ADP Blvd.
Roseland, NJ 07068
(201) 994-5000
Erwin Zipkis, President
Services: Proc
Parent Company: Automatic Data Processing, Inc.

ADP Collision Estimating Services Division
One Roseland Blvd
Roseland, NJ 07068
(201) 994-5000
Goren Staglin, President

ADP Dealer Services Division
One ADP Blvd
Roseland, NJ 07068
(201) 994-5000
David Torrence, President
Parent Company: Automatic Data Processing, Inc.

ADP Financial Information Services
East Park Drive
Mount Laurel, NJ 08054
(609) 235-7300
John Gaven, President
Parent Company: Automatic Data Processing, Inc.

ADP Network Services Division
One ADP Blvd
Roseland, NJ 07068
(201) 994-5000
Karl Wyss, President
Parent Company: Automatic Data Processing, Inc.

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AGS Computers, Inc.
1139 Spruce Drive
Mountainside, NJ 07092
(201) 654-4321
Lawrence J. Schoenberg
Total Employees: 3199
Services: Pfs AppSW SysSW SysInt
Public

AIS Corp.
225 Jackson St.
Bridgewater, NJ 08807
(201) 526-8100
Steven Sullivan, President
Is Revenue FYE 10/87 : $ 5.0 m
Total Employees: 58
Services: AppSW
Private

Applications Programming Co.
11 West 2nd
Moorestown, NJ 08057
(609) 234-0099
Total Employees: 5
Services: SysSW
Private

Applied Color Systems, Inc.
P.O. Box 5800
Princeton, NJ 08540
(609) 924-2189
Donald Hall, President
Total Revenue FYE 12/84 : $ 10.2 m
Total Employees: 130
Services: Tky
Private

Applied Data Research, Inc.
Route 206 & Orchard Rd. CN-8
Princeton, NJ 08540
(201) 874-9000
Dennis Strigl, President
Is Revenue FYE 12/87 : $ 86.0 m
Total Employees: 1800
Services: Pfs SysSW
Private

Applied Digital Communications
214 Flynn Avenue
Morristown, NJ 08057
(609) 234-3666
Jerry Williamson, President
Is Revenue FYE 12/87 : $ 1.4 m
Total Employees: 10
Services: Tky
Public

ARMS, Inc.
1 Cherry Hill Road
Cherry Hill, NJ 08002
(607) 922-4080
Nathan Konecky, President
Is Revenue FYE 12/87 (Est) : $ 10.0 m
Total Employees: 210
Services: Pfs
Private

Auragen Systems Corporation
2 Executive Drive
Fort Lee, NJ 07024
(201) 794-7280
Rick Martin, President
Private

Automated Resources Group Inc.
21 Phillips Parkway
Montvale, NJ 07645
(201) 391-1500
Thomas Ammoriello, President
Private

Automatic Business Centers, Inc.
Glen & Krider Avenues
P.O. Box 826
Morristown, NJ 08057
(609) 235-1800
G.F. Raymond, President
Is Revenue FYE 12/87 : $ 20.0 m
Total Employees: 400
Services: Proc
Private

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AVANT-GARDE Computing, Inc.
8000 Commerce Parkway
Mt. Laurel, NJ 08054-2227
(609) 778-7000
Timothy Ahlmstrom, President
Total Revenue FYE 04/86 (Est) : $ 16.3 m
Total Employees: 180
Services: Pfs
Public

AW Computer Systems, Inc.
400 William Pittway
Mount Laurel, NJ 08054
(609) 234-3939
Nicholas Ambrus, President
Total Revenue FYE 12/86 : $ 5.8 m
Is Revenue : $ 5.5 m
Total Employees: 30
Services: Pfs Tky
Public

Axxess Information Systems, Inc.
200 Central Ave.
Mountainside, NJ 07092
(201) 232-7600
Frank Petillo, President
Services: Tky
Private

Bank of New York
1500 Palisades St.
Teaneck, NJ 07666
(601) 833-1020
Mr. Bacot, President
Total Employees: 10000
Services: AppSW
Public

Brandon Systems Corporation
1 Harmon Plaza
Secaucus, NJ 07094
(201) 392-0800
Ira B. Brown, President
Total Revenue FYE 09/87 (Est) : $ 22.1 m
Total Employees: 750
Public

Business Controls Corporation (BCC)
3-7 West First Street
Clifton, NJ 07011
(201) 340-9893
David J. Hirchfeld, President
Total Revenue FYE 03/86 (Est) : $ 0.6 m
Is Revenue (Est) : $ 0.6 m
Total Employees: 8
Services: AppSW
Private

Cardinal Data Systems, Inc.
580 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-1821
Larry Pack, President
Total Revenue FYE 10/85 : $ 0.8 m
Is Revenue : $ 0.6 m
Total Employees: 18
Services: Pfs SysInt Tky
Private

CGA Computer, Inc.
960 Holmdel Rd.
Holmdel, NJ 07733
(201) 946-8900
Robert J. Sywolski, President
Total Revenue FYE 04/84 : $ 46.4 m
Is Revenue : $ 46.4 m
Total Employees: 692
Services: Pfs AppSW
Private

CGS Computer Associates, Inc.
485 E. U.S. Route 1, South
Iselin, NJ 08830
(201) 750-4141
Augustus Guida, President
Services: Pfs
Private

Clark O'Neill/Fischer Stevens, Inc.
100 Campus Road
Totowa, NJ 07512
(201) 790-0700
Serge Okun, President
Total Employees: 450
Services: Proc
Public

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Cliff Data Systems
405 Murry Hill Parkway
Rutherford, NJ 07073
(201) 933-8282
Paul H. Cohen, President
Total Revenue FYE 06/84 : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 15
Services: Pfs AppSW Tky
Private

C & L Systems
886 Belmont Avenue
North Haledon, NJ 07508
(201) 427-9292
Bob Combs, President
Is Revenue FYE 09/87 : $ 0.8 m
Total Employees: 7
Services: SysInt Tky
Private

Cogito Data Systems, Inc.
1101 State Road
Princeton, NJ 08540
(609) 924-7200
Anthony J. DePaul, Chairman
Total Revenue FYE 10/85 : $ 11.5 m
Is Revenue : $ 11.5 m
Total Employees: 160
Services: Proc Tky
Private

Commercial Software, Inc.
P.O. Box 648
Edison, NJ 08818
(201) 985-8966
Anthony Abbott, President
Total Revenue FYE 12/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 50
Services: AppSW
Private

Communication Sciences, Inc.
485 Route 1, South
Building A
Iselin, NJ 08830
(201) 750-0030
Herbert Lovit, Chairman of Board
Is Revenue FYE 03/87 (Est) : $ 5.0 m
Total Employees: 55
Services: Pfs Proc AppSW
Private

CompuMed/Systemedics
753 Boulevard
Kenilworth, NJ 07033
(201) 241-5563
Anthony Esposito, President
Private

Compupower Corp.
1 Harmon Plaza
Secaucus, NJ 07094
(201) 866-8600
Herbert Messing, President
Total Revenue (Est) : $ 2.5 m
Is Revenue (Est) : $ 1.6 m
Total Employees: 75
Services: Pfs Proc
Parent Company: Value Line Incorporated

Computer Cost Control Corporation
353 Richard Mine Road
Wharton, NJ 07885
(201) 361-0955
Total Revenue FYE 12/84 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 60
Services: Proc AppSW Tky
Parent Company: ICC, Inc.

Computron Technologies Corp.
150 Meadowland Parkway
Secaucus, NJ 07094
(201) 865-8400
Private

Concept Omega Corporation/Thoroughbred Division
19 Schoolhouse Road
CN6712
Somerset, NJ 08875
(201) 722-9565
John L. Johnson, President
Total Employees: 75
Services: AppSW
Private

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Consco Enterprises, Inc.
400 Corporate Court
S. Planis Field, NJ 07080
(201) 561-2111
Seymour Altucher, President
Total Revenue : $ 3.5 m
Is Revenue : $ 3.0 m
Services: AppSW
Private

Constell Group (The), Inc.
216 Stelton Road
Piscatsway, NJ 08854
(201) 968-9310
Total Employees: 125
Services: Pfs
Private

Consultants, Inc.
20 Brace Road
Cherry Hill, NJ 08034
(609) 428-9890
Robert Maier, President
Total Revenue FYE 09/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 30
Services: Pfs Proc AppSW Tky
Private

Cornwell, Robert Associates
352 Evelyn Street
Paramus, NJ 07652
(201) 261-1050
Robert Cornwell,Jr., President
Private

Creative Management Systems, Inc.
213 Washington Street
Toms River, NJ 08754
(201) 341-6165
William G. Carter,Jr., President
Total Revenue FYE 12/85 (Est) : $ 15.0 m
Total Employees: 140
Services: Proc AppSW
Parent Company: Cincinnati Bell, Inc.

C-S Computer Systems, Inc.
200 South Main Street
P.O. Box 356
Manville, NJ 08835
(201) 526-9000
John E. Czerkies, President
Total Revenue FYE 08/85 (Est) : $ 1.1 m
Is Revenue (Est) : $ 1.1 m
Total Employees: 12
Services: Pfs Proc AppSW
Private

Cybertronics International, Inc.
999 Mount Kemble Ave.
Morristown, NJ 07960
(201) 766-7681
Lloyd Griscom, President
Total Revenue : $ 1.4 m
Is Revenue : $ 1.4 m
Total Employees: 18
Services: Pfs Proc AppSW SysInt
Private

DAMA Telecommunications Corporation
169 Johnson Road
Parsippany, NJ 07054
(201) 898-9300
Thomas E. McInerney, President
Total Revenue FYE 12/85 (Est) : $ 4.5 m
Is Revenue : $ 4.5 m
Total Employees: 55
Private

Database America
99 W. Sheffield Avenue
Englewood, NJ 07631
(800) 223-7777
Paul Goldner, President
Total Employees: 100
Services: Network
Private

Database Applications, Inc.
400 Wall Street
Princeton, NJ 08540
(609) 924-2900
Thomas Truitt, President
Total Employees: 5
Private

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Data Systems Computer Centre, Inc.
35 Fadem Road
Springfield, NJ 07081
(201) 467-2300
Larry Donofrio, President
Total Revenue FYE 02/88 (Est) : $ 64.5 m
Is Revenue : $ 64.5 m
Total Employees: 220
Private

Deijon, Inc.
163 East Union Avenue
East Rutherford, NJ 07073
(201) 460-7575
Private

Desk Top Financial Solutions, Inc.
Turnpikeplaze Zannex,Suite 230, 197 Hwy.
18
E. Brunswick, NJ 08816
(201) 249-4400
Paul A. Tava, President
Total Revenue FYE 12/85 : $ 0.5 m
Is Revenue : $ 0.2 m
Total Employees: 7
Services: AppSW
Public

Digital Learning Systems, Inc.
4 Century Drive
Parsippany, NJ 07054
(201) 538-6640
Robert Stoeber, President
Is Revenue FYE 02/87 (Est) : $ 1.1 m
Total Employees: 15
Services: AppSW SysSW
Private

Dimis, Inc.
Industrial Waywest
Eatontown, NJ 07724
(201) 389-8220
Bentley J. Cooper, President
Total Revenue FYE 12/86 (Est) : $ 1.2 m
Total Employees: 40
Services: Tky
Public

Dow Jones News/Retrieval
P.O. Box 300
Princeton, NJ 08540
(609) 520-4638
Carl Valenti, President
Total Employees: 350
Services: Network
Parent Company: Dow Jones & Company, Inc.

DSI Data Spectrum
1191 Morris Avenue
Union, NJ 07083
(201) 686-4015
James W. Silk, President
Total Revenue FYE 08/85 : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 6
Services: Pfs AppSW
Private

Engler Vehicle Management Systems
250 Culver Avenue
Jersey City, NJ 07305
(201) 332-5353
Roger Marksherry, General Manager
Total Employees: 200
Services: Tky
Parent Company: Colt Industries

Execu-Flow Systems, Inc.
2013 Morris Avenue
Union, NJ 07083
(201) 851-0750
Michael J. Custode, President
Total Revenue FYE 03/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 16
Services: Pfs Proc AppSW Tky
Private

Fastware, Inc.
200 Freeway Drive, East
East Orange, NJ 07018
(201) 676-7963
Private

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First Course
P.O. Box 374
Summit, NJ 09701
(201) 877-7039
Private

First Operations Resource, Incorporated
Center Sq. & Beckett Rds.
Swedesboro, NJ 08085
(609) 467-4040
Albert Petersen, President
Total Employees: 94
Services: Proc
Parent Company: Manufacturers & Traders Trust

Fisher-Stevens, Inc.
100 Campus Road
Totawa, NJ 07512
(201) 790-0700
R. Duke Powell, President
Total Revenue FYE 12/86 (Est) : $ 25.0 m
Is Revenue (Est) : $ 25.0 m
Total Employees: 400
Services: Proc
Parent Company: IMS International, Inc.

Formation, Inc.
823 East Gate Drive
Mount Laurel, NJ 08054
(609) 234-5020
Arthur D. Beard, President
Total Employees: 270
Services: AppSW
Private

FundsNet, Inc.
385 Nordhoff Place
Englewood, NJ 07631
(201) 569-7764
Frederick Gallard, President
Is Revenue FYE 09/87 (Est) : $ 24.0 m
Total Employees: 300
Services: Proc
Parent Company: National Business Systems, Inc.

Future Technologies International, Inc.
40 West Blackwell St.
Dover, NJ 07801
(201) 328-0730
Bruce W. Raney, President
Total Revenue FYE 12/84 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 20
Services: AppSW
Private

Gary Bergman Associates
14 Hickory Lane
New Brunswick, NJ 08902
(201) 247-2727
Gary Bergman, President
Is Revenue FYE 02/87 (Est) : $ 0.6 m
Total Employees: 4
Services: SysSW
Private

Gladstone Electronics
376 St. Cloud
North Orange, NJ 07052
(201) 325-2071
Private

Global Turnkey Systems, Inc.
4 North Street
Waldwick, NJ 07463
(201) 445-5050
Robert Beardon, President
Is Revenue FYE 12/87 (Est) : $ 5.9 m
Total Employees: 85
Services: Tky
Private

Gordon Publications, Inc.
Box 1952
Dover, NJ 07801
(201) 361-9060
Private

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HHB Systems, Inc.
1000 Wyckoff Avenue
Mahwah, NJ 07430
(201) 848-8000
Total Employees: 130
Services: AppSW
Parent Company: Cadnetix Corporation

HJS Research, Inc.
Cedar Court, Suite 6162
Monmouth Junction, NJ 08852
(800) 323-1809
Corey Schwartz, President
Total Revenue FYE 01/87 (Est) : $ 1.0 m
Total Employees: 12
Services: Pfs SysSW
Private

ICC, Inc.
48 Horsehill Road
Cedar Knolls, NJ 07927
(201) 267-6600
Gary Sullivan, President
Total Revenue FYE 08/85 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 60
Services: Proc AppSW
Private

InfoCenter Software, Inc.
60 Crest Drive
Bernardsville, NJ 07924
(914) 255-8925
J. Roger Moody, President & CEO
Total Employees: 22
Private

InfoMed
1041 Rt. 1
Princeton, NJ 08540
(609) 987-8181
Fred Neufeld, President
Is Revenue FYE 06/87 : $ 10.0 m
Total Employees: 125
Services: Pfs Tky
Private

Information Science Inc.
95 Chestnut Ridge Road
Montvale, NJ 07645
(201) 391-1600
John A. Rade, President
Total Employees: 206
Services: Pfs Proc AppSW Tky
Public

InforMedia Corporation
262 Old New Brunswick Road
Piscataway, NJ 08854
(201) 981-1110
Stephen E. Strickman, President
Is Revenue FYE 06/87 : $ 5.0 m
Total Employees: 45
Services: Network Proc SysSW
Parent Company: Hamilton Mint

Innovation Data Processing, Inc.
275 Patterson Avenue
Clifton, NJ 07424
(201) 247-2727
Anthony Mazzone, President
Is Revenue FYE 01/87 : $ 2.0 m
Total Employees: 35
Services: SysSW
Private

Innovative Programming Associates
One Airport Place
Princeton, NJ 08540
(609) 924-7272
Morton S. Cohen, President
Total Employees: 85
Private

Interchart Software, Inc.
104 Carnegie Center
Princeton, NJ 08540
(609) 987-1590
Daniel G. Olasin, President
Total Revenue FYE 12/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 21
Services: AppSW
Private

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Investment Support Systems, Inc.
1455 Broad Street
Bloomfield, NJ 07003
(201) 338-0321
Elie Zabal, CEO
Total Revenue : $ 1.8 m
Is Revenue : $ 1.8 m
Total Employees: 20
Services: AppSW
Private

Jones/Hosplex Systems, Inc.
145 Franklen Turnpike
Ramsey, NJ 07446
(201) 934-1990
Robert Pagnotta, President
Total Revenue FYE 12/85 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 40
Services: AppSW
Public

Key Financial Systems, Inc.
44 Route 46
Pine Brook, NJ 07058
(201) 227-8800
James R. Sharkey,Jr., President
Total Employees: 120
Private

Landmark Software Systems, Inc.
155 W. Main St., PO Box 996
Somerville, NJ 08876
(201) 722-5100
Melvyn L. Toomey, President
Total Employees: 25
Services: Pfs AppSW
Private

LCS Industries, Inc.
120 Brighton Rd.
Clifton, NJ 07012
(201) 778-5588
Arnold J. Scheine, President
Total Revenue FYE 09/86 : $ 36.3 m
Is Revenue : $ 32.0 m
Total Employees: 500
Services: Proc
Public

Letraset USA
40 Eisenhower Drive
Parmus, NJ 07653
(201) 845-6100
Don McCowan, General Manager
Total Employees: 100
Services: AppSW
Parent Company: LETRASET

LoBue Associates Inc.
1135 Clifton Avenue
Clifton, NJ 07013
(201) 778-7007
Carl A. Lobue, President
Total Revenue FYE 10/84 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 35
Services: Pfs

Lockheed Datacom
300 F. W. Burr Blvd.
Teaneck, NJ 07666
(201) 692-2900
A. Curtis
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 500
Services: Proc
Parent Company: Lockheed Corporation

Mainstem Division
130 Sewaren Avenue
Sewaren, NJ 07077
(210) 750-1400
Vinnie Marino, President
Total Revenue FYE 01/87 (Est) : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 50
Services: Proc
Parent Company: IntelliTEK Computer Corporation

Marathon Data Systems, Inc.
429 Sand Shore Road
Hackettstown, NJ 07840
(201) 852-6600
Lee Gruber, President
Total Revenue FYE 09/85 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 105
Services: Tky
Private

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Marketing Systems Development Corp.
1200 Wall St. West
Lyndhurst, NJ 07071
Bob Hillbrecht, President
Total Revenue (Est) : $ 9.0 m
Is Revenue (Est) : $ 8.6 m
Total Employees: 125
Services: Pfs
Private

Matlan Silver Group (The), Inc.
140 Littleton Road
Suite 305
Parsippany, NJ 07054
(201) 335-3322
James L. DeSilver, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 75
Services: Pfs
Private

Maxell Corporation of America
60 Oxford Drive
Moonachie, NJ 07074
(201) 641-8600
Private

MCC Corporation
511 South Ave.
Cranford, NJ 07016-3205
(201) 272-3500
Vincent Mongno, President
Total Employees: 300
Private

M&C Systems, Inc.
P.O. Box 307
Middletown, NJ 07748
(201) 671-4031
Private

MDCR, Inc.
P.O. Box 29
East Brunswick, NJ 08816
(201) 257-5700
Private

MHT Services, Inc.
65 East Route 4
River Edge, NJ 07661
(201) 342-1321
Total Employees: 15
Private

Micro Logic Corp.
100 Second Street
P.O. Box 174
Hackensack, NJ 07602
(201) 342-6518
Total Revenue (Est) : $ 0.2 m
Is Revenue (Est) : $ 0.2 m
Services: AppSW
Private

Multinational Computer Models, Inc.
605 Bloomfield Avenue
Montclair, NJ 07042
(201) 746-5060
Abraham George, President
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 18
Services: AppSW SysSW SysInt
Private

MultiSolutions, Inc.
123 Franklin Corner Road
Edison, NJ 08648
(604) 896-4100
Charles Lombardo, Chairman
Total Employees: 22
Services: Pfs SysSW
Public

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NuClas Corp.
239 Fox Hill Road
Denville, NJ 07834
(201) 625-8838
George Blank, President
Total Employees: 7
Services: Pfs AppSW Tky
Private

Numerax, Inc.
230 West Passaic Street
Maywood, NJ 07607
(201) 368-0170
Keith J. Keenan, President
Total Revenue FYE 06/85 : $ 9.9 m
Is Revenue : $ 8.0 m
Total Employees: 313
Services: Pfs Proc
Parent Company: McGraw-Hill, Inc.

On-Line Software International, Inc.
Fort Lee Executive Park
Two Executive Dr.
Fort Lee, NJ 07024
(201) 592-0009
Jack M. Berdy, Chairman
Is Revenue FYE 05/87 : $ 60.0 m
Total Employees: 828
Services: Pfs SysSW
Public

P.A. Computers and Telecommuniactions, Inc.
Princeton Corporate Center,
5 Independence Way
Princeton, NJ 08540
(609) 452-8748
Steve Payne, President
Private

Pattern Systems of New Jersey
1259 Route 46, Building 2
Parsippany, NJ 07054
(201) 335-7804
Robert Gowen, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 13
Services: AppSW
Private

Pearce Tire Management Systems
9629 Ocean Drive
Stone Harbor, NJ 08247
(609) 368-1212
Joseph E. Pearce, President
Total Employees: 7
Services: AppSW
Private

Phillips Communications
138 Summit Terrace North
Kennelon, NJ 07405
(201) 838-5046
Private

Printers Software Inc.
1395 Route 23
Butler, NJ 07405
(201) 838-1010
Paul N. Grieco, President
Total Employees: 6
Services: AppSW
Private

Professional Systems Corporation
87-89 Valley Road
Montclair, NJ 07042
(202) 783-6800
Frank M. Downey,Jr., Chairman
Services: Proc
Private

Profidex Corporation
80 Park Avenue
Hobuleen, NJ 02030
(212) 732-6795
Carl Cooper
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 20
Services: AppSW
Private

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PSTAT
271 Wall Street
Princeton, NJ 08540
(609) 924-9100
Shirrell Buhler, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 9
Services: AppSW
Private

RMS Technologies
5 Eves Drive
Marlton, NJ 08053
(609) 596-5775
David Higgins, President
Total Revenue FYE 01/87 (Est) : $ 47.0 m
Is Revenue : $ 47.0 m
Total Employees: 950
Services: Pfs SysInt
Private

R. Shriver Associates
1259 Route 46, Building 2
Parsippany, NJ 07054
(201) 335-7800
David Michaels, CEO
Total Revenue FYE 12/82 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 15
Services: Pfs AppSW
Private

Sage Data, Inc.
104 Carnigie Center, Suite 110
Princeton, NJ 08540
(609) 924-3000
John Torkelsen, President
Total Revenue FYE 12/85 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 25
Services: Pfs Proc
Private

Science Management Corporation
P.O. Box 0600
Basking Ridge, NJ 07920
(201) 647-7000
James A. Skidmore,Jr., President
Is Revenue FYE 12/87 : $ 82.1 m
Total Employees: 850
Services: Pfs
Public

Shanali Software, Inc.
171 South Livingston Avenue
Livingston, NJ 07039
(201) 992-7971
Private

Softest Inc.
555 Goffle Road
Ridgewood, NJ 07450
(201) 447-3901
David Schneider, President
Total Employees: 12
Services: Pfs AppSW
Private

Software Directions, Inc.
1572 Sussex Turnpike
Randolph, NJ 07869
(201) 584-8466
Services: AppSW
Private

Software Shop Systems
Route 34, PO Box 728
Farmingdale, NJ 07727
(201) 938-3200
Ron Koval, President
Total Employees: 60
Services: AppSW
Private

Spectrum Technology Group, Inc.
1250 Route 28
P.O. Box 5365
North Branch, NJ 08876
(201) 725-4010
Services: Pfs
Private

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STC Systems, Inc. & Ultimacc Global Software Business System
4 North St.
Waldwick, NJ 07463
(201) 445-5050
George Pilmanis, President
Total Revenue FYE 12/84 : $ 30.0 m
Is Revenue : $ 15.0 m
Total Employees: 400
Services: AppSW Tky
Private

Supplementary D.P. Service, Inc.
19 Westinghouse Plaza
Bloomfield, NJ 07003
(201) 743-3164
Mr. Guido Tango, President
Is Revenue FYE 01/87 : $ 0.8 m
Total Employees: 12
Services: Proc
Private

Syncsort, Inc.
50 Tice Blvd.
Woodcliff Lake, NJ 07675
(201) 930-9700
A. Tavitan, President
Is Revenue FYE 12/87 : $ 11.5 m
Total Employees: 200
Services: SysSW
Private

Synergistic Software and Systems, Inc.
P.O. Box 5270
Princeton, NJ 08540
(609) 737-8351
Michael J. Hierl, President
Total Employees: 10
Private

Syntrex, Inc.
246 Industrial Way, West
P.O. Box 657
Eatontown, NJ 07724
(201) 542-1500
Carol Arco, President
Private

Systemedics
1100 Princeton Park Corporate Center
Monmouth Junction, NJ 08852
(201) 297-7393
Is Revenue FYE 12/87 : $ 6.7 m
Total Employees: 150
Services: Pfs Proc
Private

Systems Of The Future, Inc.
35 Airport Rd.
Morristown, NJ 07960
(201) 267-4130
William John Glynn, President
Is Revenue FYE 12/87 : $ 2.2 m
Total Employees: 8
Services: Pfs Tky
Private

Tax Masters
100 Beneficial Center
Peapeck, NJ 07977
(201) 781-3352
Private

TeleSciences Co Systems, Inc.
351 New Albany Road
Moorestown, NJ 08057
(609) 866-1000
Howard Oringer, President
Is Revenue FYE 06/87 : $ 16.1 m
Total Employees: 170
Services: Tky
Private

Tele-Tech Services
P.O. Box 757
McAffe, NJ 07428
(201) 827-4421
Stephen C. Kromer, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 12
Services: Proc
Private

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Trajectory Software
555 Goffie Road
Ridgewood, NJ 07450
(201) 447-5520
Bill Holmberg
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.1 m
Total Employees: 10
Services: AppSW
Public

Transnet Corp.
1945 Route 22
Union, NJ
(201) 688-7800
Steven Wilk
Services: AppSW
Public

Trinet
9 Campus Drive
Persippary, NJ 07054
(201) 267-3600
Charles Striker
Total Employees: 75
Services: Network Pfs
Private

TYMAC
129 Main Street
Franklin, NJ 07416
(201) 827-4050
Total Revenue (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Services: Proc
Private

Ultimate Corp. (The)
717 Ridgedale Ave.
East Hanover, NJ 07936
(201) 887-9222
Jim Pyden
Is Revenue FYE 04/87 : $ 118.9 m
Total Employees: 700
Services: Tky
Public

UNIFORCE
P.O. Box 1299
Princeton, NJ 08540
(609) 466-1666
Allan J. Yeast, President
Total Revenue FYE 12/86 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 12
Services: Pfs AppSW Tky
Private

Uniforce Corporation
P.O. Box 1299
Princeton, NJ 08542
(609) 466-1666
Allan Yeast
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 100.0 m
Total Employees: 10
Services: Pfs Tky
Private

Unipress Software, Inc.
2025 Lincoln Highway
Edison, NJ 08817
(201) 985-8000
Total Revenue : $ 2.5 m
Is Revenue : $ 2.0 m
Services: AppSW
Private

Universal Information Systems, Inc.
S. 10 Route 17, at Route 4
Paramus, NJ
Theodore Kissell, President
Total Revenue FYE 06/83 (Est) : $ 6.0 m
Is Revenue (Est) : $ 1.8 m
Total Employees: 75
Services: Proc
Private

Wallaby Software Corporation
N. Franklin Turnpike
Ramsey, NJ 07446
(201) 934-9333
Frank BiaMonte, President
Total Revenue : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 22
Services: AppSW
Private

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Warner Computer Systems, Inc.
1701 Pollitt Drive
Fairlawn, NJ 07410
(201) 489-1580
Harvey Kreiger, President
Total Revenue FYE 10/87 (Est) : $ 9.8 m
Services: Proc
Public

Western Union Corporation
One Lake Street
Upper Saddle River, NJ 07458
(201) 825-5000
Robert S. Leventhal, President
Total Revenue FYE 12/85 : $ 0.1 m
Public

Worldwide Computer Services, Inc.
7 Doig Road
Wayne, NJ 07470
(201) 694-8876
John J. Davis, President
Total Employees: 265
Services: Pfs
Public

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Bohannan-Huston, Inc.
7500 Jefferson N.E.
Albuquerque, NM 87109
(505) 884-3500
Larry Huston, President
Total Revenue FYE 12/86 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 25
Services: Tky
Private

Exsys, Inc.
P.O. Box 75158
Albuquerque, NM 87194
(505) 836-6676
Is Revenue FYE 01/87 : $ 7.0 m
Total Employees: 40
Services: Pfs
Private

John Hancock Health Plans, Inc.
1009 Bradbury Drive, SE
Albuquerque, NM 87106
(505) 243-9781
Joel Kamer
Is Revenue FYE 12/87 : $ 10.7 m
Total Employees: 400
Services: Pfs
Parent Company: John Hancock Mutual Insurance

M2C5 Systems, Inc.
13209 Indian School Road, NE
Albuguerque, NM 87112
(505) 292-5297
Private

Management Sciences, Inc.
6022 Constitution Avenue, Suite 3
Albuquerque, NM 87110
(505) 255-8611
Marlene Bremele, President
Is Revenue FYE 10/87 : $ 0.8 m
Total Employees: 16
Services: AppSW
Private

Poise Company
201 North Nevada
Roswell, NM 88201
(505) 625-5500
L. Howell, President
Total Revenue : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 40
Services: Pfs Proc AppSW
Private

Savvy Corporation
122 Tulane Southeast
Albuquerque, NM 87106
(505) 265-1273
Richard Duddie, President
Total Employees: 8
Services: AppSW
Private

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1040 Software, Inc.
10 Nevada Drive
P.O. Box 1010
New Hide Park, NY 11042
(516) 775-5566
Jack Martin, President
Total Revenue FYE 12/84 : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 75
Services: Pfs AppSW
Private

AB Computers
69 Fifth Avenue, Suite 15G
New York, NY 10003
(212) 807-1228
Cynthia Mason, President
Total Revenue FYE 12/84 : $ 0.1 m
Is Revenue : $ 0.1 m
Total Employees: 3
Private

Accounting/ The Linuen Group
39-49 48 St.
Long Island City, NY 11104
(718) 672-3773
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Services: Pfs AppSW
Private

ACE Publishing Ltd.
390 Fifth Avenue, 3rd Floor
New York, NY 10018
(212) 239-8686
Private

Adaptable Laboratory Software, Inc.
2024 West Henrietta Rd.
Rochester, NY 14623
(716) 272-0070
Peter Helmers, President
Total Revenue FYE 09/84 : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 9
Services: AppSW
Private

Advanced Computer Techniques Corporation (ACT)
16 East 32nd St.
New York, NY 10016
(212) 696-3600
Oscar H. Schachter
Is Revenue FYE 12/87 : $ 15.9 m
Total Employees: 175
Services: Pfs SysSW Tky
Public

Advanced Data Management, Inc.
2000 Sheridan Drive
Tonawanda, NY 14150
(716) 874-5650
Hank McCauley, President
Total Revenue FYE 10/86 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 35
Services: Pfs Proc AppSW
Private

Advanced Institutional Management Software, Inc.
485 Underhill Blvd.
Syosset, NY 11791-3413
(516) 496-7700
Morris Moliver, CEO
Services: AppSW
Public

Advanced Medical Systems
55 Maple Avenue
Rockville Center, NY 11570
(516) 764-5953
Gerold Ehrlich, President
Total Revenue FYE 06/84 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 32
Private

Advanced Technology International, Inc.
350 5th Avenue
New York, NY 10118
(212) 947-4755
Mr. Moshe Canaani, CEO
Total Revenue (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Services: Pfs AppSW
Parent Company: Advanced Technology, Ltd.

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A & H Income Tax Centers, Inc.
820 Hempstead Turnpike
Franklin Square, NY 11010
(516) 352-1333
Andrew Beelo, President
Private

AIMS/ACPI
485 Underhill Boulevard
Sysosset, NY 11791-3413
(516) 496-7700
Morris Moliver, President
Total Revenue FYE 03/86 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 90
Services: Pfs Proc AppSW Tky
Public

AIMS, Inc.
485 Underhill Blvd.
Syosset, NY 11791
(516) 496-7700
Morris Moliver, President
Total Revenue FYE 01/87 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 75
Services: Proc AppSW Tky
Private

Alexander & Alexander, Inc.
1185 Avenue of the Americas
New York, NY 10036
(212) 806-6600
Linsley H. Irwin, CEO
Total Revenue FYE 12/86 : $ 1068.2 m
Is Revenue : $ 6.5 m
Services: Pfs Proc
Public

American Express Company
American Express Tower
World Financial Center
New York, NY 10285-4805
(212) 640-2000
Louis V. Gerstner,Jr., President
Total Revenue FYE 12/86 : $ 14652.0 m
Public

American Legal Systems
30 East 28th Street
New York, NY 10036
(212) 944-2520
Private

American Micro Systems Corporation
99 Park Avenue
New York, NY 10016
(212) 883-1155
Barry R. Sloane, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

American Telephone & Telegraph
550 Madison Ave.
New York, NY 10022
(212) 605-5500
Is Revenue FYE 12/87 : $ 125.0 m
Services: Pfs AppSW SysSW Tky
Public

AMI Systems, Inc.
250 West 57th St.
New York, NY 10005
(212) 581-8300
Irving Wachs, President
Private

Andover Data Services, Inc.
4 World Trade Center, Suite 7450
New York, NY 10048
(212) 938-0729
Chris Kropac, President
Total Revenue FYE 06/84 : $ 1.0 m
Is Revenue : $ 0.8 m
Total Employees: 50
Services: Pfs Proc
Private

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Anistics Inc.
220 East 42nd Street
New York, NY 10017
(212) 972-9600
Parent Company: Alexander & Alexander, Inc.

Anstat, Inc.
230 Park Avenue, Suite 500
New York, NY 10169
(212) 557-1322
Mr. Duffy, President
Total Employees: 3
Services: AppSW
Private

Applied Design Company, Inc.
2465 Sheridan Drive
Tonawanda, NY 14150
(716) 837-4400
Private

Applied Digital Data Systems (ADDS)
100 Marcus Boulevard
Hauppauge, NY 11788
(516) 231-5400
David G. Laws, President
Public

Arthur Young & Company
277 Park Ave.
New York, NY 10017
(212) 922-3132
Services: Pfs AppSW
Private

Artificial Intelligence Technology, Inc.
1 Skyline Drive
Hawthorne, NY 10532
(914) 347-6860
Michael Stock
Total Employees: 13
Private

Ashton ITC
P.O. Box 5619
Vestal, NY 13851
(607) 748-4015
Thomas Ashton, President
Total Revenue FYE 03/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 7
Services: AppSW Tky
Private

Astradyne Computer Industries Inc.
1122 Franklin Avenue
Garden City, NY 11530
(516) 742-9500
Donald D. Rienzo, Sr., President
Total Revenue FYE 12/87 : $ 7.0 m
Is Revenue : $ 7.0 m
Public

Auditek Inc.
140 Cedon Street
New York, NY 10006
(212) 619-3414
Private

Automated Bookkeeping Corporation
330 W. 42nd Street
New York, NY 10036
(212) 947-7741
Sigman Banr, President
Services: Pfs
Private

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Automated Professional Systems
270 Madison Avenue
New York, NY 10016
(212) 725-1880
Private

AVTC
110 Bi-County Boulevard
Farmingdale, NY 11735
(516) 420-8080
Services: AppSW
Private

Axios Group
2364 Middle Country Rd.
Centereach, NY 11720
(516) 588-5461
David S. Kirk, President
Total Revenue FYE 09/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 8
Services: Pfs AppSW
Private

Axios Products, Inc.
1455 Veterans Highway
Hauppauge, NY 11788-4836
(516) 348-1900
Total Employees: 9
Services: AppSW
Private

Ayers-Whitmore
55 East 52nd St., 16th Floor
New York, NY 10055
(212) 909-5700
Emory D. Ayers, Managing Director
Services: Pfs
Private

Aztech Data Processing, Inc.
78-15 Metropolitan Ave.
Middle Village, NY 11375
(718) 326-9400
Leonard Minowitz, President
Is Revenue FYE 12/87 : $ 0.3 m
Total Employees: 20
Services: Network Pfs Proc AppSW SysSW
Private

Bankwire
225 Broadway
New York, NY 10007
(212) 619-0440
Robert L. Kemper, President
Private

Barnes Consulting Services, Inc.
P.O. Box 1210
Ronkonkoma, NY 11779
(516) 467-3384
William Barnes, President
Is Revenue FYE 12/87 (Est) : $ 0.8 m
Total Employees: 1
Services: Pfs
Private

Barrister Information Systems Corporation
45 Oak Street
Buffalo, NY 14203
(716) 845-5010
Henry P. Semmelhack,, President
Total Revenue FYE 03/88 : $ 38.0 m
Is Revenue : $ 38.0 m
Total Employees: 563
Services: Pfs AppSW SysSW Tky
Public

BDR, Inc.
1540 Broadway
New York, NY 10036
(212) 719-1571
Charles McGowan, President
Total Employees: 80
Services: Proc
Private

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BIBLOS, Inc.
#2 Pennsylvania Plaza, Suite 1220
New York, NY 10121
(212) 244-0072
Ollie Sternberg, President
Total Revenue FYE 01/85 : $ 3.0 m
Total Employees: 15
Services: Pfs AppSW
Private

BIS Banking Systems, Inc.
900 Third Avenue, 21st Floor
New York, NY 10022
(212) 688-7300
Fraser Chambers, President
Is Revenue FYE 01/87 : $ 7.5 m
Total Employees: 63
Services: Pfs AppSW SysInt
Parent Company: Nynex

Booz, Allen & Hamilton Inc.
245 Park Avenue
New York, NY 10017
(212) 880-9496
J.B. Farley, Senior Vice President
Services: Pfs
Private

BRS Computing Inc.
7 Westchester Plaza
Elmsford, NY 10523
(914) 592-5338
Barry Schoenhaut, President
Private

BRS Information Technologies
1200 Route 7
Latham, NY 12110
(518) 783-1161
Martin Kahn, President
Is Revenue FYE 11/87 : $ 16.0 m
Total Employees: 205
Services: Network SysSW
Parent Company: TBG, Inc.

Bruce Payne Consultants, Inc.
140 West End Avenue
New York, NY 10023
(212) 799-8255
Bruce Payne, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 1.0 m
Total Employees: 25
Services: Pfs AppSW SysSW
Private

Business Intelligence Services, Inc.
900 Third Ave.
New York, NY 10022
(212) 688-7300
Fraser Chambers, President
Total Employees: 60
Services: Pfs AppSW
Parent Company: Business Intelligence Services, Ltd.

Cable Applications, Inc.
200 Garden City Plaza
Suite 500
Garden City, NY 11530
(516) 877-1700
Donald Detora, President
Total Employees: 12
Public

Calspan Corp.
4455 Genesee St.
Buffalo, NY 14225
(716) 632-7500
Dr. H. Robert Leland, President
Services: Pfs Proc
Parent Company: Arvin Industries, Inc.

CAP Gemini America
1133 Avenue of the Americas
12th Floor
New York, NY 10036
(212) 221-7270
Robert J. Sywolski
Is Revenue FYE 12/87 : $ 148.2 m
Total Employees: 2212
Services: Pfs SysInt
Parent Company: CAP Gemini Sogeti

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Chase Manhattan Corporation
1 Chase Manhattan Plaza
New York, NY 10081
(212) 552-2222
Tom Labrecque, President/COB
Public

Citicorp
399 Park Avenue
30th Floor
New York, NY 10043
(212) 559-1000
John S. Reed, COB/CEO
Public

CMP Publications, Inc.
111 East Shore Road
Manhasset, NY 11030
(516) 365-4600
Private

Com-Med Division
5 West 34th Street
New York, NY 10001
(212) 947-1321
Parent Company: COMNET Corporation

Commercial On-Line Systems, Inc.
360 W. 31st Street
New York, NY 10001
(212) 564-3730
Zach Lonstein, President
Total Revenue (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Services: Pfs Proc
Private

Communications Studies & Planning International
24 E. 21st Street
New York, NY
(212) 505-2200
R. Michael Tyler, Chairman
Total Revenue FYE 12/86 : $ 7.0 m
Is Revenue : $ 4.2 m
Total Employees: 25
Services: Pfs
Private

CompInfo, Inc.
381 Park Ave. South
New York, NY 10016
(212) 532-7777
Yirgos Athanassatos, President
Total Revenue FYE 03/86 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 35
Services: Pfs AppSW Tky
Private

Comptek Research, Inc.
110 Broadway
Buffalo, NY 14203
(716) 842-2700
Jack E. Warner, President
Total Revenue FYE 03/88 : $ 48.2 m
Total Employees: 719
Services: Pfs Tky
Public

Compuflight Operations Service, Inc.
48 Harbor Drive
Port Washington, NY 11050
Total Revenue : $ 1.1 m
Is Revenue : $ 1.1 m
Total Employees: 10
Services: Proc
Public

Computech Systems, Inc.
Pine Street
Hankins, NY 12741
(914) 887-4601
Total Revenue FYE 06/85 : $ 0.3 m
Total Employees: 10
Services: Pfs AppSW
Private

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Computer Consulting Center, Inc. (The)
575 Eighth Avenue, 19th Floor
New York, NY 10018
(212) 564-9088
Total Revenue : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 18
Services: Pfs AppSW
Private

Computer Horizons Corporation
747 3rd Avenue
New York, NY 10017
(212) 371-9600
John J. Cassese, President
Is Revenue FYE 12/87 : $ 70.6 m
Total Employees: 1200
Services: Pfs
Public

Computer Publication Retailer
322 Eighth Avenue
New York, NY 10001
(212) 620-7330
Private

Computer Task Group, Inc.
800 Delaware Ave.
Buffalo, NY 14209
(716) 882-8000
David N. Campbell
Is Revenue FYE 12/87 : $ 170.0 m
Total Employees: 2500
Services: Pfs SysInt
Public

Computex, Inc.
41 East 42nd Street
New York, NY 10017
(212) 661-5770
Katherine Mirrer, President
Total Revenue : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 30
Services: Pfs
Public

Comvestrix Corporation
1501 Broadway
New York, NY 10036
(212) 869-0640
Joel Carton, President
Total Revenue FYE 12/84 : $ 10.1 m
Is Revenue : $ 10.1 m
Services: Proc
Private

Consolidated Computer Corporation
1180 Avenue of the Americas
New York, NY 10036
(212) 575-8240
Bob McGill, President
Total Employees: 30
Private

Contel Information Systems, Inc.
130 Steamboat Road
Great Neck, NY 11024
(516) 829-5900
Dave Rubin, CEO
Services: Pfs
Parent Company: Contel Corporation

Coopers & Lybrand
1251 Avenue of the Americas
New York, NY 10020
(212) 536-3190
Is Revenue FYE 12/87 : $ 190.0 m
Services: Pfs
Private

Cornell Computer Corporation
125 E. Bethpage Road
Plainview, NY 11803
(516) 420-5900
Jerome Gilbert, President
Is Revenue FYE 09/87 : $ 34.3 m
Total Employees: 410
Services: Pfs
Parent Company: Computer Power Group

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Cosyde Corportion
545 5th Avenue, Suite 1103
New York, NY 10117
(212) 953-1720
Howard Radin, President
Total Employees: 8
Services: Pfs
Private

C Tek Software, Inc.
30 Rockefeller Plaza, Suite 4325
New York, NY 10112
(212) 246-7733
Robert L. Chambers, President
Total Revenue FYE 12/86 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 30
Services: Pfs AppSW
Private

C & W Incotel, Inc.
Five Pen Plaza
New York, NY 10001
(212) 594-8340
Ned Haul, President
Total Revenue FYE 12/86 (Est) : $ 3.0 m
Is Revenue (Est) : $ 0.8 m
Total Employees: 50
Services: Pfs
Parent Company: Cable & Wireless, Ltd.

Cybernetics Resource Corporation
275 Main St.
Port Washington, NY 11050
(516) 883-7676
Tamas Bartha, President
Total Employees: 6
Private

Data Basics Corp.
415 Court Street
Brooklyn, NY 11231
(212) 714-0066
Don Liles, President
Private

Datability Software Systems, Inc.
322 8th Avenue
11th Floor
New York, NY 10001
(212) 807-7800
Ron Howard, President
Total Employees: 30
Services: AppSW
Private

Data Computing Corporation
229 Baldwin Road
Hempstead, NY 11550
(516) 481-7344
Lloyd Kornheiser, President
Total Revenue FYE 06/84 (Est) : $ 2.2 m
Is Revenue (Est) : $ 2.2 m
Services: Proc
Private

DataFast, Inc.
132 Montgomery Street
Scarsdale, NY 10583
(914) 472-0165
James Dellarmi, President
Total Revenue : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 22
Services: Proc
Private

Data Securities International, Inc.
633 3rd Avenue
New York, NY 10017
(415) 984-5790
Total Employees: 13
Services: Pfs
Private

Datatab, Inc.
770 Broadway
New York, NY 10003
(212) 475-7800
N.R. Bachana, President
Is Revenue FYE 12/87 : $ 5.0 m
Total Employees: 40
Services: Proc
Private

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Deloitte, Haskins & Sells
1114 Avenue of the Americas
New York, NY 10036
(212) 790-0524
Bill Stevens, President
Is Revenue FYE 05/87 (Est) : $ 80.0 m
Total Employees: 9000
Services: Pfs
Private

Design Strategy Corporation
330 Madison Avenue
New York, NY 10017
(212) 370-0392
Marsh Newmark, President
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 10
Services: Pfs SysSW
Private

DGC, Inc.
553 Willow Ave.
Cedarhurst, NY 11516
(516) 295-0296
David Greenblatt, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 5
Private

Dialogue, Inc.
19 Rector Street, Room 1306
Newton, NY 10016
(212) 425-2665
Arthur I. Stern, President
Total Revenue FYE 04/84 : $ 3.0 m
Is Revenue : $ 3.0 m
Services: Pfs Proc AppSW
Private

Diebold Group (The)
475 Park Avenue South
New York, NY 10016
(212) 684-4700
John Diebold, Chairman
Private

Digidat Systems, Inc.
7 West Hesher Plaza
Elmsford, NY 10523
(914) 592-5334
Stephen Tomback, President
Total Revenue (Est) : $ 1.4 m
Is Revenue (Est) : $ 1.4 m
Total Employees: 20
Services: Proc
Private

Dow Jones & Company, Inc.
200 Liberty Street
World Financial Center
New York, NY 10281
(212) 416-2000
Is Revenue FYE 12/87 : $ 140.2 m
Services: Network AppSW
Public

Dun & Bradstreet Corporation (The)
299 Park Avenue
New York, NY 10171
(212) 593-6800
Charles W. Moritz
Is Revenue FYE 12/87 : $ 415.0 m
Services: Network Proc AppSW SysSW
Public

DVC Industries, Inc.
1440 Fifth Avenue
Bay Shore, NY 11706
(516) 968-8500
Private

Dynamic Microprocessor Associates, Inc.
545 5th Avenue, Suite 1103
New York, NY 10017
(212) 687-7115
Lee Roth, President
Total Employees: 10
Services: AppSW
Private

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Eastern Design Co., Inc.
30 Glenn Street
White Plains, NY 10603
(914) 948-7600
Kurt Hurst, CEO
Services: Pfs
Private

Eastern States Bankcard Associates
4 Ohio Drive
Lake Success, NY 11042
(516) 488-1500
Ronald R. Eppley,Jr., President
Private

E.P.G. America Inc.
130 William St.
New York City, NY 10038
(212) 406-1720
Total Employees: 20
Private

Erdman, Anthony and Associates, Inc.
259 Monroe Ave.
P.O. Box 35989
Rochester, NY 14607
(716) 325-1866
Alan Blake, President
Is Revenue FYE 12/87 : $ 9.0 m
Total Employees: 155
Services: Pfs
Private

Erisco, Inc.
1700 Broadway Avenue
New York, NY 10019
(212) 765-8500
Thomas A. Barrea, Chairman
Total Revenue FYE 12/86 : $ 22.0 m
Is Revenue : $ 20.9 m
Total Employees: 300
Services: Proc AppSW
Parent Company: Dun & Bradstreet Corporation (The)

Exact Systems & Programming Corporation
P.O. Box 115
Thornwood, NY 10594-0115
(914) 285-9444
Mr. Oswald, President
Services: AppSW
Private

Expert Software Products
100 Taverly Drive
Williamsville, NY 14221
(716) 688-5403
John Kassab, President
Services: AppSW
Private

Expert Systems, Inc.
868 West End Avenue, Suite 3A
New York, NY 10025
(212) 662-7208
Private

EXTRANET
3 Northway
Bronxville, NY 10708
(212) 265-6282
Albert Crane, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 3
Services: Network
Private

Fast Set Data Systems, inc.
90 Park Avenue
New York, NY 10016
(212) 972-7300
Howard E. Wille, President
Total Revenue FYE 08/88 (Est) : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 22
Services: Network
Private

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Finserv Computer Corporation
1462 Eric Boulevard
Schenectady, NY 12305
(518) 374-4430
Creighton Brittell, President
Is Revenue FYE 12/87 : $ 5.5 m
Total Employees: 125
Services: Pfs Proc AppSW SysSW Tky
Private

First Boston Capital Group, Inc.
Tower Forty Nine
12 East 49th Street
New York, NY 10017
(914) 332-4500
A.V. Kissal, President
Parent Company: First Boston, Inc.

First Boston, Inc.
c/o The First Boston Corp.
Park Avenue Plaza
New York, NY 10055
(212) 909-2000
Public

Garpac Corporation
254 W. 35th Street
New York, NY 10001
(212) 760-0070
Michael S. Import, President
Total Employees: 25
Services: Pfs AppSW Tky
Private

Gaylord Information Systems
Box 4901
Syrause, NY 13221
(315) 457-5070
John J. Dellamore
Total Revenue FYE 01/88 (Est) : $ 45.0 m
Is Revenue : $ 4.5 m
Total Employees: 500
Private

GDK Systems, Inc.
50 Broadway
New York, NY 10004
(212) 483-0335
Alex Gonter, President
Total Revenue FYE 06/86 (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 40
Private

General Instrument Corporation
767 Fifth Ave.
New York, NY 10153-0082
(212) 207-6200
Frank G. Hickey, President
Is Revenue FYE 02/87 : $ 37.0 m
Total Employees: 23500
Services: Pfs Proc Tky
Public

Genesee Computer Center, Inc.
20 University Avenue
Rochester, NY 14605
(716) 232-7050
Robert T. Mac Intire, President
Total Revenue FYE 05/88 (Est) : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 15
Services: Pfs Proc AppSW
Public

Genigraphics Corp.
4806 West Taft Road
P.O. Box 591
Liverpool, NY 13088
(315) 451-6600
Flavl O. Van Dyke, President
Total Revenue FYE 07/86 (Est) : $ 65.0 m
Is Revenue (Est) : $ 52.0 m
Total Employees: 700
Services: Proc Tky
Private

Gessler Educational Software, Inc.
900 Broadway
New York, NY 10003
(212) 673-3113
Private

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Grumman Corporation
1111 Stewart Avenue
Bethpage, NY 11714
(516) 575-0574
John O'Brien, President
Total Revenue FYE 12/86 : $ 3501.9 m
Public

Grumman Data Systems Division
1111 Stewart Avenue
Bethpage, NY 11714
(516) 575-2335
Robert Myers, President
Is Revenue FYE 12/87 : $ 96.0 m
Total Employees: 3000
Services: SysInt
Parent Company: Grumman Corporation

Gull, Inc.
395 Oser Avenue
Smithtown, NY 11787
(516) 231-3737
Private

Gull Resource Management Systems, Inc.
300 Marcus Blvd.
Smithtown, NY 11787
(516) 435-0600
Larry Perry, President
Is Revenue FYE 06/87 (Est) : $ 5.8 m
Total Employees: 62
Services: AppSW Tky
Parent Company: Parker Hannifan Corporation

G & Z Systems, Inc.
187 Main Street
East Chester, NY 10707
(914) 961-1613
Richard A. Zuckerman, President
Total Revenue : $ 0.7 m
Is Revenue : $ 0.7 m
Total Employees: 8
Services: Pfs AppSW Tky
Private

Health Information Systems, Inc.
4522 Fort Hamilton Parkway
Brooklyn, NY 11219
(718) 453-6300
Burt Hochstein, President
Total Revenue FYE 06/86 (Est) : $ 2.7 m
Is Revenue (Est) : $ 1.8 m
Total Employees: 120
Services: Pfs AppSW
Public

Heidelberg Eastern, Inc.
73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-7800
Private

Henley Group
375 Park Avenue
New York, NY 10152
(212) 832-2200
Public

High Caliber Systems, Inc.
165 Madison Avenue
New York, NY 10016
(212) 684-5553
Al Schwendtner, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 4
Services: Pfs AppSW
Private

IDC Data Services
1225 Franklin Avenue
Garden City, NY 11530
(516) 294-6040
Paul Roth, President
Total Revenue FYE 12/83 : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 20
Services: AppSW
Private

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IFA Systems, Inc.
220 5th Avenue
New York, NY 10001
(212) 213-0710
Irmin Finkelthal
Total Employees: 5
Services: Tky
Private

IMI Systems
1500 Broadway Avenue
New York, NY 10036
(212) 944-1555
Robert Forman, President
Total Revenue FYE 01/86 : $ 16.1 m
Is Revenue : $ 15.0 m
Total Employees: 175
Services: Pfs AppSW
Private

IMREX Computer Systems, Inc.
3117 E. Shore Road
Great Neck, NY 11023
(516) 466-5210
Robert Schitt, President
Is Revenue FYE 12/87 (Est) : $ 13.4 m
Total Employees: 127
Services: AppSW
Private

IN BANK
118 East 28th St.
New York, NY 10016
(212) 684-4010
Is Revenue FYE 12/87 : $ 4.5 m
Total Employees: 40
Services: AppSW Tky
Private

InfoCode, Inc.
19 Union Square West
New York, NY 10003
(212) 741-9411
Grant Browningg, President
Total Revenue FYE 12/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Services: AppSW
Public

Infodata Systems Inc.
5 Tobey Village Office Park
Pittsford, NY 14534
(716) 381-7430
Ronald A. Furman, President
Is Revenue FYE 12/87 : $ 12.5 m
Total Employees: 175
Services: AppSW
Public

Information Associates, Inc.
3000 Ridge Road East
Rochester, NY 14622
(716) 467-7740
John G. Robinson, President
Total Revenue FYE 12/88 (Est) : $ 20.0 m
Is Revenue : $ 20.0 m
Total Employees: 334
Services: Pfs AppSW
Parent Company: Management Science America, Inc.

Information Builders, Inc.
1252 Broadway Avenue
New York, NY 10001
(212) 736-4433
Gerald D. Cohen, President
Is Revenue FYE 12/87 : $ 113.0 m
Total Employees: 1000
Services: SysSW
Private

INSTINET Corporation
737 3rd Avenue
New York, NY 10017
(212) 310-9500
Murray Finebaum, President
Total Revenue FYE 12/86 : $ 14.6 m
Total Employees: 100
Services: Proc
Public

Integrated Cash Management Services Inc.
150 Nassau Street
New York, NY 10038
(212) 513-7444
Ben Massuda, President
Total Employees: 20
Services: AppSW Tky
Private

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Interactive Market Systems Inc.
55 Fifth Avenue
New York, NY 10003
(212) 924-1003
Alexander C. Cortesi

Intercon Associates, Inc.
1580 Emerson Street
Rochester, NY 14606
(716) 458-0860
Soto Flouris, President
Total Revenue FYE 12/85 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 14
Services: AppSW
Private

International Business Machine Corporation
Old Orchard Road
Armonk, NY 10504
(914) 765-1900
John F. Akers
Total Employees: 389000
Services: Network Pfs Proc AppSW SysSW SysInt Tky
Public

International Systems Services Corporation (ISS)
140 E 45th Street, 41st Floor
New York, NY 10017
(212) 972-4400
Bruce Gupton, President
Total Revenue FYE 12/86 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 35
Services: Pfs AppSW
Private

I.P. Sharp Associates, Inc.
1200 1st Federal Plazae 1900
Rochester, NY 14614
(716) 546-7270
Total Revenue FYE 12/85 (Est) : $ 51.5 m
Total Employees: 550
Services: Pfs Proc AppSW
Private

Iskra Software Internatonal
222 Sherwood Ave.
Farmingdale, NY 11735
(516) 753-0400
Stan Kovacic, President
Total Employees: 30
Services: AppSW
Private

ITT Corporation
320 Park Avenue
New York, NY 10022
(212) 752-6000
Rand V. Arasky, Chairman
Total Revenue FYE 12/88 : $ 8551.0 m
Public

Ivy Hill Corporation
170 Vanick Street
New York, NY 10013
(212) 741-1404
Private

John Blair & Company
1290 Avenue of the Americas
New York, NY 10104
(212) 603-5000
Jack W. Fritz, President
Public

John Wiley & Sons
605 Third Avenue
New York, NY 10158
(212) 850-6000
Private

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Knauer Consulting
19 W. 34th Street
New York, NY 10001
(212) 714-0960
Ed Knauer, President
Total Revenue FYE 06/86 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 48
Services: AppSW
Private

LBM Systems Corp.
251 Park Avenue South
New York, NY 10010
(212) 477-1005
Ben Buonomo, President
Services: AppSW Tky
Private

Learning Well
200 South Service Road
Roslyn Heights, NY 11577
David Savitsky, President
Total Employees: 10
Services: AppSW
Private

Lifeboat Associates
55 S. Broadway
Terrytown, NY 10591
(914) 332-1875
Roger Paropies, CEO
Is Revenue FYE 12/87 (Est) : $ 6.0 m
Total Employees: 60
Services: AppSW
Private

Lloyd Bush & Associates
156 William Street
New York, NY 10038
(212) 962-4004
Lloyd A. Bush, President
Total Revenue FYE 12/87 : $ 3.0 m
Is Revenue : $ 0.8 m
Total Employees: 45
Services: AppSW SysSW
Private

Local Area Telecommunications, Inc. (LOCATE)
17 Battery Place, Suite 1935
New York, NY 10004
(212) 509-5111
Pericles Spirakis, CEO
Total Revenue : $ 4.0 m
Is Revenue : $ 4.0 m
Total Employees: 50
Services: Proc
Private

Logical Choice (The)
150 Richmond Terrace
Staten Island, NY 10301
(212) 490-2010
Georga Talbot, President
Is Revenue FYE 03/87 : $ 0.3 m
Total Employees: 9
Services: AppSW Tky
Private

Logical Operations Inc.
240 East Avenue
Rochester, NY 14604
(716) 262-2226
Barry Keesan, President
Total Revenue FYE 6/88 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 80
Services: Pfs
Private

MacMillan, Inc.
866 Third Avenue
New York, NY 10022
(212) 702-2000
William F. Reilly, President
Public

MacMillan Software
866 3rd Ave
New York, NY 10022
(716) 222-0070
Robert Benoh, President
Parent Company: MacMillan, Inc.

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Management Technologies, Inc.
One Penn Plaza, Suite 1010
New York, NY 10001
(212) 239-8224
Barrington J. Fludgate, President
Total Revenue FYE 01/87 (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.5 m
Total Employees: 111
Services: AppSW
Public

Manof Communications Systems Inc.
211 E. 43 Street
New York, NY 10017
(212) 490-2010
Jacob Shalev, President
Total Employees: 120
Services: Tky
Parent Company: Manof Systems, Limited
ISRAEL

Manufacturers Hanover Corporation
270 Park Avenue
New York, NY 10017
(212) 286-2000
John R Torell III, President
Public

Manufacturers & Traders Trust
1 M & T Plaza
Buffalo, NY 14240
(716) 842-4200
Private

Marlum Management Corporation
3072 Crompond Road
P.O. Box 66
Yorktown Heights, NY 10598
(914) 245-6600
James P. Lambert, President
Total Revenue : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 25
Services: Pfs AppSW
Private

Mastercard International, Inc.
888 7th Ave.
23rd Floor
New York, NY 10101
(212) 974-5700
Is Revenue FYE 01/87 : $ 165.2 m
Services: Network Proc
Private

Mathematical Applications Group, Inc. (MAGI)
3 WestChester Plaza
Elmsford, NY 10523
(914) 592-4646
Arlene Rosenbaum, President
Total Revenue FYE 01/87 : $ 7.0 m
Total Employees: 70
Services: Pfs Proc
Public

MCF of Niagara, Inc.
P.O. Box 2156
345 3rd St.
Niagara Falls, NY 14302
(716) 284-0472
Total Revenue : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 5
Services: Pfs
Private

McGraw-Hill, Inc.
1221 Avenue of the Americas
New York, NY 10020
(212) 512-2000
Joseph L. Dionne, President
Is Revenue FYE 01/87 : $ 310.2 m
Total Employees: 14600
Services: Network AppSW SysSW
Public

McGraw-Hill Information Systems Co.
1221 Avenue of the Americas
New York, NY 10020
(212) 512-2000
Richard B. Miller, President
Parent Company: McGraw-Hill, Inc.

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M&D Systems, Inc.
3885 North Buffalo Road, PO Box 108
Orchard Park, NY 14127
(716) 662-6611
William Carpenter, President
Total Employees: 20
Services: AppSW
Private

Meta Health Technologies
363 7th Ave.
New York, NY 10001
(212) 695-5870
Bent Werbell, President
Total Employees: 31
Services: Pfs AppSW
Private

Meta Health Technology, Inc.
363 7th Avenue
New York, NY 10001
(212) 695-5870
Bent Werbell, President
Total Employees: 50
Services: AppSW
Public

Meta Software, Inc.
363 7th Avenue
New York, NY 10001
(212) 695-5870
Bert Werbell, President
Total Revenue FYE 12/86 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 15
Services: AppSW
Private

Metro-Mark Interated Systems, Inc.
86 Elm Street
P. O. Box 338
Roselyn Heights, NY 11577
(516) 484-0949
Al Lozito
Total Employees: 20
Services: AppSW
Private

Metropolitan Life Insurance Company
One Madison Avenue
New York, NY 10010
(212) 578-8489
John J. Creedon, President
Public

Microlytics, Inc.
300 Main Street
East Rochester, NY 14445
(716) 377-0130
Michael Weiner, President
Is Revenue FYE 01/87 (Est) : $ 2.2 m
Total Employees: 20
Private

Microserve, Inc.
276 Fifth Avenue
New York, NY 10001
(212) 683-2811
Harold Bondy, President
Total Revenue FYE 08/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 8
Services: Pfs Proc AppSW Tky
Private

Mini-Computer Systems, Inc.
5 Corporate Park Dr.
White Plains, NY 10604
(914) 694-1104
Michael W. Brennan, President
Total Revenue FYE 10/84 : $ 6.5 m
Is Revenue : $ 0.7 m
Total Employees: 50
Services: AppSW Tky
Public

Mirror Images Software Inc.
504 Broadway
Troy, NY 12180
(518) 274-2335
Private

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Mitchell A. Fink Associates
Five Baldwin Place
New City, NY 10956
(212) 344-8030
Mitchell A. Fink, President
Total Revenue FYE 12/84 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 10
Services: AppSW
Private

Mobius Management Systems, Inc.
Sheraton Plaza
New Rochelle, NY 10801
(914) 632-7960
Mitchell Gross, President
Total Employees: 40
Services: Pfs AppSW
Private

Muller Media Conversions, Inc.
32 Broadway, Suite 1600
New York City, NY 10004
(212) 344-0474
Lorren Livingston, D.P.
Total Employees: 15
Services: Pfs AppSW
Private

National Field Service Corp.
162 Orange Ave
Soffern, NY 10901
(914) 368-1600
Richard W. Avazian, President
Total Employees: 25
Services: Pfs
Private

National Investor Data Services, Inc.
33 Slying Point Road
South Hampton, NY 11968
(516) 283-1100
Carl A. Frocbel, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Total Employees: 55
Services: AppSW
Private

National Planning Data Corporation
P.O. Box 610
61 Brown Road
Ithaca, NY 14851
(607) 273-8208
Douglas Salter, President
Is Revenue FYE 01/87 (Est) : $ 5.5 m
Total Employees: 100
Private

New York Computer People
One World Trade Center
Suite 1307
New York, NY 10048
(212) 524-9337
Anthony C. Vickers, President
Total Revenue FYE 01/87 : $ 25.0 m
Is Revenue : $ 25.0 m
Total Employees: 200
Services: Pfs
Private

Northeastern Computer Service, Inc.
6464 Ridings Road
Syracuse, NY 13206
(315) 463-0200
Ralph V. Polera, President
Total Revenue FYE 12/85 : $ 1.6 m
Is Revenue : $ 1.1 m
Total Employees: 30
Services: Proc
Public

NY Information Systems Inc.
1653 East Main St.
Rochester, NY 14609
(716) 654-8710
Walter C. Pacyga, President
Total Employees: 8
Services: Pfs Proc AppSW Tky
Private

Offshore Information Services, Inc.
One Central Avenue
Tarrytown, NY 10591
(914) 631-1757
Robert Denzau, President
Is Revenue FYE 01/87 (Est) : $ 2.9 m
Total Employees: 200
Services: Proc
Private

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Packaged Solutions, Inc.
One Huntington Quadrangle, Suite #2C14
2C14
Melville, NY 11747
(516) 752-1640
David M. Schiffer
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 3
Services: AppSW
Private

Palace Computer Services, Inc.
125 Cedar St.
New York, NY 10006
(212) 608-9970
Sandy Gant, President
Total Revenue FYE 11/84 : $ 1.4 m
Is Revenue : $ 1.4 m
Total Employees: 19
Services: Pfs AppSW Tky
Private

Parallax Systems, Inc.
60 W. 90th Street
New York, NY 10011
(212) 475-4001
Kevin R. Weaver, President
Total Revenue FYE 12/85 : $ 0.1 m
Is Revenue : $ 0.1 m
Total Employees: 2
Services: AppSW
Private

PAR Technology Corporation
220 Seneca Turnpike
New Hartford, NY 13143
(315) 738-0600
John W. Sammon,Jr., President
Public

Patton Consultants, Inc.
3699 West Henrietta Road
Rochester, NY 14623
(716) 334-2554
Joseph Patton, Jr, President
Total Revenue FYE 01/87 (Est) : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 12
Services: Pfs
Private

Paychex, Inc.
911 Panorama Trail, South
Rochester, NY 14625-0397
(716) 385-6666
B. Thomas Golisano, Chairman
Is Revenue FYE 05/87 : $ 71.5 m
Total Employees: 1350
Services: Proc
Public

PCS Data Processing, Inc.
140 Cedar St.
3rd Floor
New York, NY 10006
(212) 964-4646
Stanley Berger, President
Is Revenue FYE 10/87 : $ 2.3 m
Total Employees: 45
Services: Proc
Public

Peat, Marwick, & Main
991 Third Avenue, 24th Floor
New York, NY 10022
(212) 758-9700
Services: Pfs
Private

Pecan Software Systems
1410 39th Street
Brooklyn, NY 11218
(718) 851-3100
Ted Obermeister, President
Services: AppSW
Private

Personnel Metrics, Inc.
1001 6th Avenue
New York, NY 10016
(212) 967-9300
Total Revenue : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 15
Services: Pfs Proc AppSW
Private

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Place Management Corporation
100 East 2nd Street
Mineola, NY 11501
(800) 342-5762
Services: AppSW
Private

Players Computer, Inc.
140 Adams Blvd.
Farmingdale, NY 11735
(516) 694-4660
Christian Kropac, President
Total Revenue FYE 03/84 : $ 3.8 m
Is Revenue : $ 3.8 m
Services: Proc AppSW
Private

Precision Business Systems
33 Rector Street
New York, NY 10006
(212) 425-0200
Total Employees: 30
Services: Pfs AppSW Tky
Private
Parent Company: Security Pacific Corporation

Precision Software Inc.
820 Second Avenue, Suite 1100
New York, NY 10017
(212) 410-3418
Private

Price Waterhouse & Co.
1251 Avenue of the Americas
New York, NY 10020
(212) 489-8900
Joseph E. Connor, Chairman
Is Revenue FYE 01/87 : $ 132.0 m
Total Employees: 1986
Services: Pfs Proc AppSW
Private

Productivity Software International, Inc.
1220 Broadway
New York, NY 10001
(212) 967-8666
Iain MacFarlane, President
Total Revenue FYE 01/87 : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 40
Services: AppSW
Private

Professional Software Systems
25 West 39th Street
New York, NY 10018
(212) 819-0544
David Wagnor, President
Is Revenue FYE 12/87 : $ 2.5 m
Total Employees: 20
Services: Pfs AppSW
Private

Profit Control Systems
73-45 Woodhaven Blvd.
Glendale, NY 11385
(718) 830-7900
Karl Hendrick-Bang, Vice President
Total Revenue FYE 10/86 : $ 5.5 m
Is Revenue : $ 5.5 m
Total Employees: 68
Services: Pfs Tky
Parent Company: Heidelberg Eastern, Inc.

Program Science, Inc. (PSI)
P.O. Box 549
Armonk, NY 10504
(914) 273-6740
Mauro A. Cetra, President
Is Revenue FYE 06/87 : $ 0.6 m
Total Employees: 5
Services: AppSW
Private

Puritan Fashions Corp.
1400 Broadway
New York, NY 10018
(212) 575-0800
Public

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Read-Q Systems, Inc.
90 Broad St.
New York, NY 10006
(212) 425-3680
Bill Cardone, President
Total Revenue FYE 12/85 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 8
Services: Pfs
Private

Real Estate Applications Software, Inc.
50 Rte. 11, Suite 206
Smithtown, NY 11787
(516) 979-9331
Private

Reuters North America
1700 Broadway
New York, NY 10019
(212) 603-3300
Andre Villeneu, President
Services: Proc
Parent Company: Reuters, Ltd.

Revelation Technologies
2 Park Ave.
23rd Floor
New York, NY 10016
(212) 689-1000
Steve Perry, President
Is Revenue FYE 07/87 : $ 3.6 m
Total Employees: 100
Services: SysSW
Private

Ross Data Corporation
116 E. 27th Street
New York, NY 10016-
(212) 679-4911
Services: Pfs Proc AppSW SysSW
Private

Sandata, Inc.
48 Harbor Park Drive
Port Washington, NY 11050
(516) 484-9060
Donald S. Levy, President
Total Revenue FYE 5/88 (Est) : $ 8.5 m
Is Revenue (Est) : $ 5.0 m
Services: Proc AppSW
Public

Sandsport Data Services, Inc.
48 HARBOR PARK DRIVE
PORT WASHINGTON, NY 11050
(516) 484-9060
Donald S. Levy, President
Total Revenue FYE 05/86 : $ 5.8 m
Is Revenue : $ 5.8 m
Total Employees: 200
Services: Proc
Public

Sawhney Software
888 Seventh Avenue
New York, NY 10106
(212) 541-8020
Jai Sawhney
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Services: Pfs AppSW
Private

SCA Products and Services, Inc.
353 Lexington Ave.
New York, NY 10016
(212) 532-2990
Shirley Eis, President
Total Revenue FYE 01/85 : $ 2.1 m
Is Revenue : $ 2.1 m
Total Employees: 15
Services: Pfs AppSW
Private

Schlumberger Limited
277 Park Avenue
New York, NY 10172
(212) 350-9400
Michael Vaillaud, President
Total Revenue FYE 12/86 : $ 4938.4 m
Public

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Securities Industry Automation Corp.
55 Water St.
New York, NY 10041
(212) 623-3733
Charles B. McQuade, President
Is Revenue FYE 12/87 : $ 159.3 m
Total Employees: 1250
Services: Pfs Proc
Private

Shaw Data Services, Inc.
122 E. 42nd Street
Suite 610
New York, NY 10168
(212) 682-8877
William Burnett, President
Total Revenue FYE 06/84 : $ 12.0 m
Total Employees: 180
Services: Proc
Private

Simon & Schuster, Inc.
1 Gulf and Western Plaza
New York, NY 10023
(212) 333-5800
Terry Newell
Total Employees: 40
Parent Company: Gulf & Western, Inc.

Softron
150 Nassau St., Suite 2024
New York, NY 10038
(212) 608-2922
Private

Softsync, Inc.
162 Madison Ave.
New York, NY 10016
(212) 685-2080
Sue Currier, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 25
Services: AppSW
Private

Software Design Associates, Inc.
71 Fifth Ave., 8th floor
New York, NY 10003
(212) 714-3895
Services: Pfs
Parent Company: AGS Computers, Inc.

Software Engineering of America Inc.
2001 Marcus Avenue
Lake Success, NY 11042
(516) 328-7000
Salvatore Simeone

Software Group (The)
Northway 10 Executive Park
Ballston Lake, NY 12019
(518) 877-8600
Private

Software Performance Group, Inc.
1363-26 Veterans Highway
Hauppauge, NY 11788
(516) 361-7880
Edward Willner
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 18
Services: Pfs AppSW SysSW Tky
Private

SPC Software Services, Inc.
61 Broadway, 27th Floor
New York, NY 10006
(212) 425-0200
Richard Maler, President
Total Revenue (Est) : $ 8.0 m
Total Employees: 100
Services: AppSW
Parent Company: Security Pacific Corporation

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SRS Networking, Inc.
330 7th Avenue
19th Floor
New York, NY 10001
(212) 239-6363
T. Sheridan, President
Total Employees: 86
Services: Network Pfs SysSW
Public

SSR Corporation-Micro Computer Service
1600 Lyell Ave.
Rochester, NY 14606
(716) 254-3200
Joseph J. Julian, President
Total Employees: 18
Services: AppSW
Private

Starlex Systems & Services, Inc.
989 6th Ave.
New York, NY 10018
(212) 714-1333
Lawrence Levine, President
Is Revenue FYE 01/87 : $ 15.0 m
Private

Structured Methods, Inc.
7 West 18th St.
New York, NY 10011
(212) 741-7720
Miguel Jimenez, President
Total Revenue FYE 11/85 : $ 1.8 m
Is Revenue : $ 1.8 m
Total Employees: 15
Services: Pfs
Private

Superex Business Software
151 Ludlow Street
Yonkers, NY 10705
(800) 862-8800
Private

SYS-ED
35 West 35th St.
New York, NY 10001
(212) 564-9147
Steve Scott, President
Is Revenue FYE 12/87 : $ 5.3 m
Total Employees: 30
Services: Pfs
Private

Systems Strategies, Inc.
225 West 34th St.
New York, NY 10001
(212) 279-8400
Stanley Adelman, CEO
Services: Pfs AppSW
Parent Company: AGS Computers, Inc.

TBG, Inc.
1211 Sixth Ave.
New York, NY 10036
(212) 556-8500
Ray Looney, President
Total Employees: 70
Private

Teldata Systems Corporation
90 Broad Street
New York, NY 10004
(212) 926-5555
William M. Sheeser, President
Private

Telerate, Inc.
One World Trade Center
New York, NY 10048
(212) 938-5200
Neil S. Hirsch, President
Is Revenue FYE 12/87 : $ 189.0 m
Total Employees: 1550
Services: Network SysSW
Public

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Telmar Group
902 Broadway
New York, NY 10010
(212) 460-9000
Total Revenue (Est) : $ 11.0 m
Is Revenue (Est) : $ 8.8 m
Total Employees: 100
Services: Proc Tky
Private

Theatre Communications Group, Inc.
355 Lexington Ave.
New York, NY 10017
(212) 697-5230
Private

The Dynacomp Office Bldg.
178 Phillips Road
Webster, NY 14580
(716) 265-4040
Alph Ruckduscheo, President
Services: AppSW
Private

Touche Ross & Company
1633 Broadway
New York, NY 10019
(212) 489-1600
Ed Kangas, President
Is Revenue FYE 08/87 : $ 70.0 m
Total Employees: 8000
Services: Pfs Tky
Private

Touchette Corporation
5701 Enterprise Parkway
Enterprise, NY 13057
(315) 445-0291
John Touchette, President
Is Revenue FYE 06/87 (Est) : $ 4.0 m
Total Employees: 60
Services: Proc Tky
Private

Transkrit Corporation
Transkrit Lane
Brewster, NY 10509
(914) 278-7000
Randy Simmons, President
Is Revenue FYE 12/87 : $ 10.2 m
Total Employees: 1000
Services: AppSW
Public

Tru-Check Computer Systems
6 Nursery Lane
Rey, NY 10580
(914) 967-9300
Roger Kaufman, President
Is Revenue FYE 12/87 (Est) : $ 4.5 m
Total Employees: 65
Services: Proc
Private

TSR, Inc.
400 Oser Avenue
Hauppauge, NY 11788
(516) 231-0333
Joseph F. Hughes, President
Is Revenue FYE 05/87 : $ 10.3 m
Total Employees: 200
Services: Network Pfs Proc AppSW
Public

Turnkey Information Processing Inc.
500 Fifth Avenue
New York, NY 10110
(212) 944-1060
Vincent J. Deschanps, President
Private

User Technology Services, Inc.
2 Strawton Road
West Nyack, NY 10994
(914) 353-3133
Thomas A. Brewer, President
Total Revenue FYE 10/84 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Services: Pfs
Private

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Vertek, Inc.
232 Sherwood Ave
Farmingdale, NY 11735
(516) 753-0200
Joseph Benjamin, President
Parent Company: InfoCode, Inc.

Vista Computer, Inc.
85 Executive Boulevard
Elmsford, NY 10523
(914) 592-8190
Total Revenue (Est) : $ 2.0 m
Is Revenue (Est) : $ 1.9 m
Total Employees: 16
Services: Pfs Proc AppSW SysInt Tky
Private

Vista Concepts, Inc.
5 Hanover Square
New York, NY 10004
(212) 943-9070
Ellis Denmark, President
Is Revenue FYE 12/87 (Est) : $ 23.0 m
Total Employees: 150
Services: AppSW
Parent Company: AGS Computers, Inc.

VLI Computer Services, Inc.
One World Trade Center, Suite 7967
New York, NY 10048
(212) 524-9337
Anthony C. Vickers, President
Private

Volt Delta Resources, Inc.
1133 Avenue of the Americas
New York, NY 10036
(212) 944-3900
Geraldine Ryan, President
Total Revenue FYE 10/85 : $ 19.7 m
Is Revenue : $ 19.7 m
Total Employees: 350
Services: Pfs Tky
Parent Company: Volt Information Sciences, Inc.

Volt Information Sciences, Inc.
101 Park Ave.
New York, NY 10178
(212) 309-0200
William Shaw
Is Revenue FYE 10/87 : $ 22.2 m
Total Employees: 335
Services: Pfs Tky
Public

Webber Duffy, Inc.
230 Park Avenue
Suite 1236
New York, NY 10169
(212) 557-1322
Kevin Duffy, President
Total Revenue : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 3
Services: Tky
Private

Welsh, Carson, Anderson and Stowe
1 World Financial Center
200 Liberty Street #3601
New York, NY 10281
(212) 945-2000
Private

Yipkon Business Systems
1 World Trade Center
Suite 7967
New York, NY 10048
(212) 971-9010
Total Revenue : $ 10.0 m
Is Revenue : $ 9.7 m
Total Employees: 75
Services: Pfs SysInt Tky
Private

Yourdon Corp.
1501 Broadway
New York, NY 10036
(212) 391-2828
Is Revenue FYE 01/87 : $ 17.0 m
Services: Pfs
Private

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Applied Control Systems, Inc.
900 Perimeter Park Drive
Morrisville, NC 27560
(919) 467-6069
Thomas J. Purdy, President
Is Revenue FYE 08/87 (Est) : $ 1.9 m
Total Employees: 19
Services: AppSW
Public

Applied Information Systems, Inc.
500 Eastowne Dr., Suite 207
Chapel Hill, NC 27514
(919) 942-7801
Arthur W. Coston, President
Is Revenue FYE 01/87 : $ 0.7 m
Total Employees: 7
Services: SysSW
Private

Automated Design Systems
9401 Arrowpoint Blvd.
Suite 330
Charlotte, NC 28217
(704) 522-8067
J.W. Farquhar
Total Revenue FYE 01/87 (Est) : $ 3.3 m
Is Revenue : $ 3.3 m
Total Employees: 26
Services: Proc AppSW Tky
Private

Backroom Systems Group
2661 W. Roosevelt Blvd.
Monroe, NC 28110
(704) 289-5474
Ken Long
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 55
Services: Pfs AppSW
Parent Company: Vertical Technologies Corporation

Broadway & Seymour, Inc.
302 South Tryon St.
Charlotte, NC 28202
(704) 372-4281
Olin Broadway
Is Revenue FYE 01/87 : $ 22.0 m
Total Employees: 330
Services: Pfs AppSW
Private

Business Software, Inc.
508 Arbor Hill Road
P.O. Box 510
Kernersville, NC 27284
(919) 996-6465
Ralph Rindik, President
Total Employees: 8
Private

Butler & Curless Associates, Inc.
7610 Falls of Neuse Road, #270
Raleigh, NC 27615
(800) 327-8255
Don Curless, President
Is Revenue FYE 03/87 : $ 0.7 m
Total Employees: 12
Services: AppSW
Private

Cherry, Bekaert & Holland
P.O. Box 2084
Gastonia, NC 28052
(704) 865-2396
Eric Presley, President
Total Employees: 75
Private

Computer Management Corporation
4900 Waters Edge Drive
Raleigh, NC 27606
(919) 851-7300
James Barnhill, President
Total Employees: 60
Public

CSS, Inc.
311 E. Pomona Drive
Greensboro, NC 27407
(919) 852-0680
Dan Forney, President
Is Revenue FYE 01/87 : $ 1.7 m
Total Employees: 14
Services: Proc AppSW
Private

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First Union Corporation
First Union Plaza
Charlotte, NC 28288
(704) 374-6565
Private

Gary Brown Associates
322-B Edwardia Drive
Greensboro, NC 27409
(919) 852-0550
Gary N. Brown, President
Total Revenue FYE 06/88 (Est) : $ 2.5 m
Total Employees: 35
Services: Pfs AppSW SysInt
Private

Global Software, Inc.
1009 Spring Forest Road
Raleigh, NC 27615
(919) 872-7800
Ron Kupferman, President
Is Revenue FYE 01/87 : $ 14.0 m
Total Employees: 235
Services: AppSW
Public
Parent Company: Hathaway Corporation

INFOCEL, Inc.
5711 Six Forks Road
Raleigh, NC 27609
(919) 848-0001
David E. Rodger, President
Is Revenue FYE 09/87 (Est) : $ 10.0 m
Total Employees: 100
Services: Tky
Private

Jefferson-Pilot Data Services, Inc.
501 Archdale Drive
Executive Plaza
Charlotte, NC 28217
(704) 529-3910
Mike Jones, President
Total Revenue FYE 12/87 : $ 35.0 m
Is Revenue : $ 34.3 m
Total Employees: 300
Services: Proc AppSW Tky
Parent Company: Jefferson-Pilot Communications

Kent Russ & Associates
213 Patton Dr.
Shelby, NC 28150
(704) 481-1313
Kent Russ
Is Revenue FYE 12/87 : $ 1.7 m
Total Employees: 9
Services: Pfs Tky
Private

Lundy Electronic & Systems, Inc.
P.O. Box 8668
Charlotte, NC 28208
(516) 671-9000
William N. Stout, President
Total Revenue FYE 06/86 : $ 42.7 m
Is Revenue : $ 8.5 m
Total Employees: 700
Services: Tky
Public
Parent Company: Trans Technology, Inc.

Network Computing Corporation
5301 77th Center Drive
Charlotte, NC 28210
(704) 525-8810
James V. Tomai III, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Private

Offutt Publishing
1400 Battleground Ave.
Suite 116
Greensboro, NC 27408
(919) 271-4300
Robert L. Offutt, President
Private

Piedmont Systems Inc.
1116 S. Marshall St.
Winston-Salem, NC 27101
(919) 722-2168
Parent Company: TOM Software, Inc.

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SIMPLAN Systems, Inc.
300 Eastown Drive
Suite 100
Chapel Hill, NC 27514
(919) 851-6917
David Wilkerson
Is Revenue FYE 12/87 : $ 1.3 m
Total Employees: 10
Services: Pfs AppSW Tky
Private

Slims Corporation The
3300 Battleground Avenue
P.O. Box 22106
Greensboro, NC 27410
(919) 282-6633
J. Robert Jones

Software Development and Maintenance International, Inc.
134 Spring Avenue
P.O. Box 579
Fuquay-Varina, NC 27526
(919) 552-5662
Gene Truelove, President
Total Employees: 47
Private

Sysgen, Inc.
P.O. Box 13707
Research Triangle Park, NC 27709-3707
(919) 361-1914
J.F. Jennings, President
Total Employees: 30
Private

System Management Associates
3700 Computer Dr.
Raleigh, NC 27619
(919) 787-7703
John Segner, President
Total Revenue FYE 02/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 15
Services: AppSW
Private

Systems Associates, Inc.
412 East Boulevard
Charlotte, NC 28236
(704) 333-1276
Larry R. Ferguson, President
Total Revenue FYE 01/86 : $ 35.0 m
Is Revenue : $ 35.0 m
Total Employees: 347
Services: Tky
Public

Technical Systems Consultants, Inc.
111 Providence Road
Chapel Hill, NC 27514
(919) 493-1451
David Shirk, President
Is Revenue FYE 10/87 (Est) : $ 1.7 m
Total Employees: 16
Services: SysSW
Private

Transportation Management Techniques Inc.
1391 Old Mill Circle
Winston-Salem, NC 27103
(919) 765-1498
J.C. Paterson, CEO
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Total Employees: 14
Services: Network Pfs AppSW SysSW Tky
Private

University Analytics
1920 Front St., Suite 710
Durham, NC 27705
(919) 383-5585
Steven Maier, President
Total Employees: 37
Private

Vanarsdale Associates, Inc.
P.O. Box 12841
Raleigh, NC 27606
(919) 851-6917
Stephen V. Noe, President
Is Revenue FYE 10/87 (Est) : $ 2.3 m
Total Employees: 15
Services: Pfs AppSW SysSW
Private

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Great Plans Software, Inc.
1701 Southwest 38th St.
Fargo, ND 58103
(701) 281-0550
Douglas J. Burgum
Total Revenue FYE 05/88 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 200
Services: AppSW
Private

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ACCESS Corporation
1811 Losantiville Road
Cincinnati, OH 45237
(513) 396-9600
Kent Friel, President
Total Employees: 125
Services: AppSW SysSW
Private

Accurary
650 Ackerman Road
Columbus, OH 43202
(614) 261 2000
David Nelson
Total Revenue FYE / : $ 150.0 m
Private

Accuray Corporation
650 Ackerman Road
P.O. Box 02248
Columbus, OH 43202
(614) 261-2000
Dave L. Nelson, President
Total Revenue FYE 12/85 : $ 126.0 m
Total Employees: 1840
Public

Ace Software Inc.
6110 Enterprise Parkway
Grove City, OH 43123
(614) 875-4910
Michael Uhrin, President
Is Revenue FYE 01/87 : $ 0.6 m
Total Employees: 14
Services: AppSW
Private

Advance Business Services
29325 Aurora Road
Solon, OH 44139
(216) 349-2598
Donald D. Webster, President
Total Revenue : $ 0.1 m
Is Revenue : $ 0.1 m
Total Employees: 4
Services: Proc AppSW
Private

American Chemical Society/Chemical Abstracts Services
P.O. Box 3012
Columbus, OH 43210
(614) 421-3663
Dale Baker, Director
Total Revenue : $ 85.0 m
Services: Pfs Proc

American Computer Technology, Inc.
2520 Harris Avenue
Cincinnati, OH 45212-2718
(513) 531-7800
Jerry McMahon, Chairman
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 19
Services: SysInt
Private

AmeriTrust Corporation National Association
900 Euclid Avenue
Cleveland, OH 44101
(216) 687-5000
Jerry V. Jarrett, CEO
Public

ATEK Information Services
630 30th Street, N.W.
Canton, OH 44709
(216) 493-0585
Robert W. Spisiak
Is Revenue FYE 12/87 : $ 30.0 m
Total Employees: 200
Services: Network AppSW
Parent Company: AmeriTrust Corporation

Babcock & Wilcox Company
20 South Van Buren Street
Baberton, OH 44203
(213) 860 6728
Is Revenue FYE 03/87 : $ 25.4 m
Services: Pfs Proc
Parent Company: McDermott International, Inc.

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BPS Computer Services
P.O. Box 9
Portsmouth, OH 45662
(614) 354-4243
Dail Irwin, President
Total Employees: 3
Services: Pfs Proc
Private

Business Data Services, Inc.
1821 Summit Road
Cincinnati, OH 45237
(513) 948-8607
Robert D. Mattlin, President
Total Revenue FYE 12/84 : $ 2.3 m
Is Revenue : $ 2.3 m
Services: Tky
Private

CARS Information Systems Corporation
4000 Executive Park Drive
Cincinnati, OH 45241
(513) 563-4542
John Pierce, President
Total Revenue FYE 06/87 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 30
Services: AppSW
Private

Casnet Group, Inc.
100 Central Plaza South
Canton, OH 44702
(216) 489-3738
Richard Gilbert, President
Is Revenue FYE 09/87 : $ 4.6 m
Total Employees: 85
Services: Proc AppSW
Parent Company: Citizens Savings Bank of Canton

Champion Service Corporation
19001 Villa View Road
Cleveland, OH 44119
(216) 692-3660
John R. Hall, President
Total Employees: 75
Services: Proc
Parent Company: Citizens Financial Corporation

Chase Medical
623 Park Meadow Road #M
Westerville, OH 43081
(614) 899-0400
Total Revenue (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.4 m
Services: AppSW
Private

Chase Systems
5518 Moccasin Dr.
Westerville, OH 43081
(614) 899-0400
Matthew Chase, President
Total Employees: 8
Services: AppSW
Private

CHI Corporation
26055 Emergy Road
Cleveland, OH 44128
(216) 831-2622
Private

Cincinnati Bell Information Systems, Inc.
600 Vine Street
Cincinnati, OH 45201
(513) 784-5900
John T. LaMacchia, President
Is Revenue FYE 12/87 : $ 52.2 m
Parent Company: Cincinnati Bell, Inc

Cincom Systems, Inc.
2300 Montana Avenue
Cincinnati, OH 45211
(513) 662-2300
Thomas M. Nies, President
Is Revenue FYE 09/87 : $ 139.0 m
Total Employees: 1495
Services: AppSW SysSW
Private

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Cleveland Consulting Associates
23925 Commerce Park Road
Cleveland, OH 441222
(216) 831-0430
James C. Spira, President
Is Revenue FYE 12/87 (Est) : $ 2.2 m
Total Employees: 95
Services: Pfs AppSW SysSW
Parent Company: Saatchi & Saatchi, Ltd.

Cole-Layer-Trumble Company
3199 Klepinger Road
Dayton, OH 45406
(513) 276-5261
Richard A. Burst, Chairman
Total Revenue FYE 01/87 (Est) : $ 21.0 m
Is Revenue : $ 21.0 m
Total Employees: 800
Parent Company: Day & Zimmerman

CompuServe, Inc.
5000 Arlington Centre Blvd.
P.O. Box 20212
Columbus, OH 43220
(614) 457-8600
Charles W. McCall, President
Is Revenue FYE 04/87 : $ 89.5 m
Total Employees: 1100
Services: Network SysSW
Parent Company: H & R Block, Inc.

Comtech Systems, Inc.
1105 Sherock Road
Suite 816
Columbus, OH 43229
(614) 431-2345
Thomas D. Wittkopt, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 140
Services: Pfs
Private

Culverin Corporation
1440 Yankee Park Place
Dayton, OH 45459
(513) 435-2335
Eric T. Wagner, President
Total Revenue FYE 12/86 : $ 2.8 m
Is Revenue : $ 2.8 m
Total Employees: 35
Services: Pfs AppSW
Private

Cycom Corporation
3355 Richmond Rd.
Beachwood, OH 44122
(216) 831-7990
James G. Musser, Chairman
Total Revenue FYE 12/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 15
Services: Tky
Private

Datacorp Business Systems, Inc.
Sun Office Building
2830 Euclid Avenue, 3rd Floor
Cleveland, OH 44092
(216) 731-8000
Richard E. Taton, President
Total Revenue FYE 01/85 (Est) : $ 7.9 m
Is Revenue (Est) : $ 7.9 m
Total Employees: 70
Services: Pfs AppSW Tky
Private

Datex, Inc.
2411 Belmont Ave.
Youngstown, OH 44505
(216) 744-0131
John W. Henry
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 10
Services: AppSW
Private

Da-tronics, Inc.
2800 Market Avenue, North
Canton, OH 44714
(216) 455-5363
Donna A. Miller, President
Total Revenue FYE 09/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 270
Services: Proc AppSW
Private

Dattex, Inc.
2411 Belmont Ave.
Youngstown, OH 44505
(216) 744-0131
John W. Henry, President

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Digital Insurance Systems Corp.
1560 Fishinger Road
Columbus, OH 43221
(614) 448-2933
Donald Demers, President
Total Revenue FYE 12/88 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 25
Services: AppSW
Private

Environmental Treatment & Technologies Corp.
16406 U.S. Route 224 East
P.O. Box 551
Findlay, OH 45840
(419) 423-3526
Public

ERCO
1600 S. Brown St.
Dayton, OH 45409
(513) 228-8051
Jack Sowder, President
Parent Company: Anacomp, Inc.

Ernst & Whinney
2000 National City Center
Cleveland, OH 44114
(216) 861-5000
Ray Groves, Chairman
Is Revenue FYE 10/87 : $ 68.0 m
Total Employees: 1000
Services: Pfs AppSW Tky
Private

FICOR
10250 Chester Road
Cincinnati, OH 45215
(513) 771-5800
Ken Fischer, President
Total Revenue FYE 12/88 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 10
Services: AppSW
Private

Figgie Systems Management Group, Inc.
4420 Sherwin Rd.
Willoughby, OH 44094
(216) 946-9000
Walter J. Hayes, President
Total Revenue FYE 12/84 : $ 4.9 m
Is Revenue : $ 4.9 m
Total Employees: 80
Services: Pfs Proc AppSW Tky
Parent Company: Figgie International Holdings Inc.

Fox Research, Inc.
7016 Corporate Way
Dayton, OH 45459
(513) 433-2238
Greg Goodall, President
Total Revenue FYE 06/88 (Est) : $ 12.0 m
Is Revenue (Est) : $ 12.0 m
Total Employees: 100
Services: SysSW
Parent Company: Digital Communications Associates

General Computer Corporation
2045 Midway Dr.
Twinsburg, OH 44087
(216) 425-3241
Richard R. Pilarczyk, President
Total Revenue FYE 05/88 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 200
Services: Proc Tky
Public

Goal Systems International, Inc.
7965 North High St.
Columbus, OH 43223
(614) 888-1775
James A. Rutherford, Chairman
Is Revenue FYE 01/87 (Est) : $ 41.0 m
Total Employees: 380
Services: SysSW
Private

GPA Technical Consultants
801 Linn Street
Cincinnati, OH 45203
(513) 721-1900
Gus Perakaukis, President
Private

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Industrial Network Systems, Inc.
325 Gibbs, PO Box 319
Maumee, OH 43537
(419) 893-8789
Paul Lansky, President
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 10
Services: Network AppSW
Private

Information Dimension, Inc.
655 Metro Place South
Dublin, OH 43017
(614) 761-8083
William Griffith, President
Total Employees: 250
Services: Pfs AppSW SysSW
Parent Company: Battelle Memorial Institute

Knuth Computer Services, Inc.
4 Walnut Place
Hubbard, OH 44425
Joann K. Knuth, President
Services: Proc AppSW
Private

Management Computer Services, Inc.
2790 Fisher Road
Columbus, OH 43204
(614) 272-0202
Donald A. Turner, President
Total Revenue FYE 03/84 (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 55
Services: Pfs Proc AppSW Tky
Private

Management Reports Incorporated
23945 Mercantile Road
Cleveland, OH 44122
(216) 464-3225
Dave Snyder, President
Total Revenue FYE 10/86 : $ 9.0 m
Is Revenue : $ 5.8 m
Total Employees: 160
Services: Pfs Proc
Private

Manufacturing Decision Support Systems, Inc.
300 East Ohio Bldg. 1717
E. 9th St.
Cleveland, OH 44114
(216) 861-8100
Milton Allen, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Parent Company: Milton Allen & Associates, Inc.

MDSS, Manufacturing Decision Support Systems, Inc.
300 East Ohio Building
1717 E. 9th Street
Cleveland, OH 44114
(216) 861-8100
John A. Leibert
Services: AppSW
Private

Mead Corporation (The)
Courthouse Plaza Northeast
Dayton, OH 45463
(513) 222-6323
Steven C. Mason, President
Public

Mead Data Central
9393 Springboro Pike
P.O. Box 933
Dayton, OH 45401
(513) 865-6800
Jack Simpson, President
Is Revenue FYE 12/87 : $ 228.5 m
Total Employees: 2045
Services: Network
Parent Company: Mead Corporation (The)

Medical Payment Systems. Inc.
24601 Center Ridge Road
Westlake, OH 44145
(216) 835-2633
David A. Jensen, CEO
Total Employees: 90
Services: Proc
Private

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Micro Manufacturing Systems
2600 Corporate Exchange Drive, Suite 190
Columbus, OH 43229
(614) 895-0738
Larry Fox, President
Total Revenue FYE 12/84 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 18
Services: AppSW
Private

Midwest Data Systems, Inc.
One Insurance Square
P.O. Box 108
Celina, OH 45822
(419) 586-5181
Martin A. Herf, President
Total Revenue FYE 12/85 : $ 6.5 m
Is Revenue : $ 6.5 m
Total Employees: 90
Services: Pfs Proc AppSW Tky
Parent Company: Celina Financial Corporation

Milton Allen & Associates, Inc.
1717 East 9th Street
300 East Ohio Building
Cleveland, OH 44114
(216) 861-8100
John Leibert, President
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 25
Services: AppSW
Private

MMS International
2400 Corporate Exchange Drive, Suite 200
Columbus, OH 43229
(614) 895-0738
Larry Fox, President
Is Revenue FYE 12/87 : $ 3.5 m
Total Employees: 55
Services: Pfs AppSW
Private

NCR Corporation
1700 S. Patterson Blvd.
Dayton, OH 45479
(513) 445-5000
Charles E. Exley,Jr., President
Is Revenue FYE 12/87 : $ 480.0 m
Services: Pfs Proc AppSW SysSW
Public

NCR Data Services Division
1700 S. Patterson Boulevard
Dayton, OH 45479
(513) 445-4606
James D. Wise, Vice President
Total Revenue FYE 06/87 (Est) : $ 150.0 m
Total Employees: 1500
Services: Proc
Parent Company: NCR Corporation

Online Computer Library Center
6565 Frantz Road
Dublin, OH 43017
(614) 764-6000
Rowland Brown, President
Total Employees: 900
Services: Network Pfs AppSW SysSW Tky
Private

Optimal Division Systems
4380 Malsbary Road
Cincinnati, OH 45242
(513) 891-4444
Private

Parker Hannifan Corporation
17325 Euclid Avenue
Cleveland, OH 44112
(216) 531-3000
Public

Plum Systems
23925 Commerce Park Road
Cleveland, OH 44122
(216) 831-0430
James C. Spira, President
Total Revenue FYE 03/86 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 40
Services: Pfs AppSW
Parent Company: Cleveland Consulting Associates

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Professional Automated Systems
2550 Corporate Exchange Drive
Columbus, OH 43229
(614) 890-1095
Private

Revco D.S., Inc.
1925 Enterprise Parkway
Twinsburg, OH 44087
(216) 425-9811
William B. Edwards, President
Public

Reynolds and Reynolds Company
P.O. Box 1005
Dayton, OH 45401
(513) 443-2000
Terry D. Cardner
Is Revenue FYE 09/87 : $ 183.8 m
Total Employees: 5704
Services: Proc Tky
Public

Reynolds & Reynolds Company (The)
P.O. Box 1005
Dayton, OH 45401
(513) 443-2000
Terry D. Cardner, Chairman
Public

Saztec Computer Services Organization
94A Westpark Road
Dayton, OH 45459
(513) 439-3750
Kent Meyer, President
Total Employees: 15
Services: Pfs Proc AppSW
Parent Company: Saztec International, Inc.

Schaffer & Schaffer Applied Research & Development, Inc.
2901 North High Street
Columbus, OH 43202
(614) 367-3100
Dan Schaffer, President
Total Revenue FYE 12/85 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 9
Services: Pfs
Private

Sentinel Computer Corporation
8800 Governors Hill Road, #100
Cincinnati, OH 45249-1338
(513) 677-2400
Donald J. Gallagher,Jr., President
Total Employees: 30
Services: Pfs AppSW
Private

Smyth Business Systems
7100 Whipple Ave., N.W.
P.O. Box 8800
Canton, OH 44711
(216) 499-6392
Private

Soft Core International, Inc.
229 Huber Village Blvd.
Westerville, OH 43081
(614) 267-3109
Jeff Coopersmith, President
Services: Pfs AppSW
Parent Company: Distek

Software Clearing House, Inc. (The)
895 Central Avenue
Cincinnati, OH 45202
(513) 579-0455
Roger Schorr, President
Is Revenue FYE 03/87 : $ 10.0 m
Total Employees: 54
Services: SysSW
Private

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Systemation, Inc.
23200 Chagrin Blvd.
Cleveland, OH 44122
(216) 464-8616
William C. Stilson, President
Is Revenue FYE 01/87 : $ 15.0 m
Total Employees: 299
Services: Pfs
Private

Tele-Sun
34 Rockridge Road
Englewood, OH 45322
(513) 836-2980
Ray Fischer, Vice President
Total Revenue : $ 0.2 m
Is Revenue : $ 0.2 m
Services: AppSW Tky
Private

Tominy, Inc.
4221 Malsbary Road
Cincinnati, OH 45242
(513) 984-6605
William R. Martin, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 12
Services: Pfs AppSW SysSW
Parent Company: MB Computing

TRW, Inc.
1900 Richmond Lane
Cleveland, OH 44124
(216) 291-7000
Ruben F. Mettler, President
Is Revenue FYE 12/87 : $ 651.0 m
Services: Network Pfs SysInt
Public

Vista Data Systems, Inc.
8961 Ivy Oval
Cleveland, OH 44133
(216) 582-0520
Michael Vislosky, President
Total Revenue FYE 05/84 : $ 3.9 m
Is Revenue : $ 3.9 m
Total Employees: 7
Services: Pfs AppSW
Private

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American Educational Computer, Inc.
7506 N. Broadway, Suite 505
Oklahoma City, OK 73116
(405) 840-6031
Doug Frans, President
Is Revenue FYE 12/87 (Est) : $ 1.0 m
Total Employees: 20
Services: AppSW
Private

American Small Business Computers, Inc.
327 South Mill Street
Pryor, OK 74361
(918) 825-4844
Bruce Taylor, CEO
Is Revenue FYE 10/87 : $ 6.0 m
Total Employees: 18
Services: AppSW
Private

Bank Operations Software
P.O. Box 851038
Yukon, OK 73085
(405) 324-1802
Scott Smith, President
Services: AppSW
Private

Datamate Co.
4135 S. 100th East Avenue, Suite 128
Tulsa, OK 74146
(918) 664-7276
Brad Jensen, President
Total Revenue FYE 12/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 7
Services: AppSW
Private

Data Times
14000 Quail Springs Parkway
Suite 450
Oklahoma City, OK 73134
(405) 751-6400
Allen Paschal, Vice President
Total Revenue FYE 12/85 : $ 3.0 m
Is Revenue : $ 2.1 m
Total Employees: 30
Services: Proc
Parent Company: Oklahoma Publishing Company

Dorsett Educational Systems, Inc.
P.O. Box 1226
Norman, OK 73070
(405) 288-2301
Loyd Dorsett, President
Is Revenue FYE 01/87 : $ 0.7 m
Total Employees: 6
Services: AppSW
Public

First Data Management Company, Inc.
120 North Robinson
Oklahoma City, OK 73101-1010
(405) 232-6600
Gary Bunch, Chairman
Total Revenue FYE 12/86 : $ 33.0 m
Is Revenue : $ 33.0 m
Total Employees: 360
Services: Pfs Proc
Public

MPSI Systems, Inc.
8282 South Memorial Dr.
Tulsa, OK 74133
(918) 250-9611
Ronald G. Harper, President
Is Revenue FYE 12/87 : $ 10.9 m
Total Employees: 540
Services: Pfs Proc AppSW
Public

Pace Computer Systems
6300 Classen Blvd., Suite A101
Oklahoma, OK 73118
(405) 843-0618
Jim Archie, President
Total Revenue FYE 12/84 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 4
Services: Pfs Proc AppSW
Private

Petroleum Siftware Systems
8265 South Walker
Oklahoma City, OK 73139
(405) 636-1587
Total Revenue : $ 1.5 m
Is Revenue : $ 1.5 m
Total Employees: 17
Services: AppSW
Private

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American Data Services, Inc.
4550 S.W. Macadam Ave.
Portland, OR 97201
(503) 224-9110
Edward O. Haymond,Jr., President
Is Revenue FYE 12/87 (Est) : $ 12.0 m
Total Employees: 190
Services: Network Proc
Public

Central Point Software Inc.
9700 Southwest Capitol Highway
Portland, OR 97219
(503) 244-5782
Michael D. Brown
Total Employees: 50
Services: SysSW
Private

Computer Development Inc.
6700 SW 105
Beaverton, OR 97005
(503) 646-1599
Private

Custom Business Systems, Inc.
P.O. Box 67
Reedsport, OR 97467
(503) 271-3684
Bob Richardson, President
Is Revenue FYE 12/87 (Est) : $ 5.2 m
Total Employees: 43
Services: AppSW
Private

Graphic Software Systems
9590 S.W. Gemini Drive
P.O. Box 4900
Beaverton, OR 97005-4900
(505) 641-2200
Edgar Zanze, President
Is Revenue FYE 10/87 (Est) : $ 6.9 m
Total Employees: 66
Services: SysSW
Private

Interactive Technology Incorporated
10700 SW. Beaverton-Hillsdale Hwy, #460
Beaverton, OR 97005
(503) 644-0111
Roger A. Brown, President
Is Revenue FYE 01/87 (Est) : $ 4.1 m
Total Employees: 39
Services: SysSW
Private

JTW Computer Systems, Inc.
521 S.W. 11th, Suite 200
Portland, OR 97205
(503) 667-8910
Roger M. Mann, President
Total Revenue FYE 6/88 (Est) : $ 2.0 m
Total Employees: 11
Services: Pfs Proc AppSW Tky
Private

Keymark System, Inc.
6950 S.W. Hampton Street, Suite 340
Portland, OR 97223
(503) 684-3903
David Moyle, President
Total Revenue FYE 09/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 13
Private

Mentor Graphics Corporation
8500 S.W. Creekside Place
Beaverton, OR 97005-7191
(503) 626-7000
Thomas H. Bruggere
Services: Pfs AppSW Tky
Private

Northwest Analytical, Inc.
520 N.W. Davis Street
Portland, OR 97209
(503) 224-7727
Jeffrey L. Cawley, CEO
Is Revenue FYE 12/87 : $ 0.6 m
Total Employees: 12
Services: AppSW
Private

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Perfect Software, Inc.
99 W. Tenth, Suite 318
Eugene, OR 97401
(503) 344-7638
Buck Lindsey, President
Total Revenue FYE 03/84 : $ 9.0 m
Is Revenue : $ 9.0 m
Total Employees: 25
Services: AppSW
Private

Point Control Company
2468 W. 11th Avenue
Eugene, OR 97402
(503) 344-4470
Jerry Blakely, President
Total Employees: 43
Services: AppSW
Private

POLYTRON Corporation
1700 NW 167th Place
Beaverton, OR 97006
(503) 645-1150
Richard Kinnard, President
Total Revenue FYE 01/87 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 27
Services: SysSW
Private

Poorman-Douglas Corporation
1325 Southwest Custer Dr.
Portland, OR 97219
(503) 245-5555
John Douglas, President
Is Revenue FYE 12/87 : $ 12.0 m
Total Employees: 150
Services: AppSW
Private

Prime Factors
1470 E. 20th Avenue
Eugene, OR 97403
(503) 345-4334
S. Michael Florian, President
Is Revenue FYE 12/87 : $ 2.3 m
Total Employees: 18
Services: Pfs AppSW
Private

Real Estate Microcomputer Systems, Inc.
526 N.W. 2n Street
Corvallis, OR 97330
(503) 757-8887
Private

Sequent Computer Systems, Inc.
15450 Southwest-Koll Parkway
Beaverton, OR 97006-6063
(800) 237-8902
Casey Powell, President R
Total Revenue FYE 01/87 (Est) : $ 38.0 m
Is Revenue : $ 5.7 m
Total Employees: 475
Services: SysSW
Public

Sidereal Corporation
9600 S.W. Barnes Road
Portland, OR 97225
(503) 297-5531
Ole Kilgore, President
Total Employees: 140
Services: AppSW
Parent Company: Trans Technology, Inc.

SPORTSware, Inc.
P.O. Box 425
West Linn, OR 97068
(503) 650-0605
Harry Turvey, President
Services: AppSW
Private

Summa Software Corporation
P.O. Box 2046
Beaverton, OR 97075
(503) 644-3212
Private

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Teneron Corporation
6700 S.W. 105th, Suite 200
Beaverton, OR 97005
(503) 646-1599
Joseph P. Hawranek, President
Services: AppSW
Private

Thoughtware Publishing Company
P.O. Box 669
Grant Pass, OR 97526
(503) 476-1468
William George, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 15
Services: Pfs Proc AppSW
Private
Parent Company: Tangent International Corp.

Timberline Software Corporation
9405 S.W. Gemini
Beaverton, OR 97005
(503) 644-8155
John A. Gornon, President
Is Revenue FYE 07/87 : $ 7.8 m
Total Employees: 115
Services: AppSW
Public

Unity Corporation
4000 Kruse Way Plaza
Lake Oswego, OR 97035
(503) 635-6265
Nicholas Nierenberg, President
Total Revenue (Est) : $ 7.2 m
Is Revenue (Est) : $ 5.8 m
Total Employees: 115
Services: Pfs AppSW
Private

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202 Data Systems, Inc.
1275 Drummer Lane, Glenhardie Corp. Ctr.
Wayne, PA 19087
(215) 964-1170
Kevin W. Galbraith, President
Total Revenue FYE 10/87 : $ 2.3 m
Is Revenue : $ 2.3 m
Total Employees: 22
Services: Pfs AppSW Tky
Public

Advanced Cybernetics, Inc.
4 Park Plaza, Park Road North
Wyomissing, PA 19610
(215) 374-2207
Robert Furtchy
Total Employees: 70
Services: Pfs AppSW Tky
Private

American Information Systems, Inc.
Charleston Road
Wellsboro, PA 16901
(717) 724-1588
Clint Kreitner, President
Total Revenue FYE 06/84 : $ 0.2 m
Is Revenue : $ 0.2 m
Total Employees: 12
Services: AppSW
Private

American Service Associates
1965 New Hope Street
Narristown, PA 19401
(215) 275-3724
M.A.R. Van Brakel, President
Private

Ampersand Corporation
128 S. George Street
York, PA 17405
(717) 845-5603
Dale R. Smith, President
Is Revenue FYE 12/87 : $ 1.6 m
Total Employees: 11
Services: AppSW
Private

Analytics, Incorporated
2500 Marilyn Rd.
Willow Grove, PA 19090
(215) 657-4100
Steven W. Leibholz, President
Total Revenue FYE 12/84 : $ 18.0 m
Total Employees: 350
Services: Pfs AppSW
Private

Applied Business Technologies, Inc.
500 South Roberts Road
P.O. Box 46
Bryn Mawr, PA 19010
(215) 527-8900
David K. Moldoff, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 13
Services: Pfs AppSW
Private

Autolog Systems
204 Progress Drive
Montgomeryville, PA 18936
(215) 699-8891
Leonard Kedbon, President
Total Employees: 55
Parent Company: Safeguard Scientifics, Inc.

Automation Technology
873 Township Line Road
Elkins Park, PA 19117
(215) 885-4880
Stephen C. Setzman, President
Is Revenue FYE 12/87 (Est) : $ 1.2 m
Total Employees: 75
Services: AppSW
Private

Auto Tell Services, Inc.
600 Clark Avenue
King of Prussia, PA 19406
(215) 768-0200
Guy Warner, President
Total Revenue FYE 09/88 (Est) : $ 20.0 m
Is Revenue : $ 16.0 m
Total Employees: 165
Private

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Bell Atlantic Corporation
1600 Market Street
Philadelphia, PA 19103
(215) 963-6000
Thomas E. Bolger, Chairman/CEO
Public

Bell Atlantic South
1600 Market Street
Philadelphia, PA 19103
(215) 963-6000
Thomas Bolger

Captron, Inc.
Box 2
Newtown, PA 18940
(215) 968-6789
Dennis Dunn
Is Revenue FYE 10/87 : $ 0.4 m
Total Employees: 4
Services: Pfs Proc AppSW Tky
Private

Carnegie Group, Inc.
5 TPG Place
Pittsburgh, PA 16222
(412) 642-6900
Dennis Yablonsky, President
Is Revenue FYE 12/87 : $ 11.0 m
Total Employees: 150
Services: Pfs SysSW
Private

Cigna Corporation
1 Logan Square
Philadelphia, PA 19103
(215) 523-5000
Public

Commodore International
1200 Wilson Dr.
West Chester, PA 19380
(215) 431-9100
Irving Gould
Is Revenue FYE 01/87 : $ 42.0 m
Services: AppSW SysSW
Public

Compass Software, Inc.
335 Norwood Road
Downington, PA 19335
(215) 269-6412
Phil Carta, President
Total Employees: 3
Services: Pfs AppSW
Private

Complete Computer Systems
1800 Byberry Road, Suite 709
Huntington Valley, PA 19006
(215) 938-0190
Paul H. Plotnick, President
Total Revenue FYE 01/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 10
Private

Complete Inc.
1800 Byberry Road
Huntingdon Valley, PA 19006
(215) 938-0190
P. H. Plotnick
Total Revenue FYE 12/87 (Est) : $ 2.5 m
Total Employees: 12
Services: Pfs AppSW SysSW Tky
Private

Computer Applies Systems
2507 S. Queen Street
York, PA 17402
(717) 741-3851
Total Employees: 1
Services: Proc
Private

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Computer Research, Inc.
Cherrington Corporate Center
1700 Beaver Grade Road, Building Two
Corapolis, PA 15108
(412) 262-4430
James L. Schultz, President
Is Revenue FYE 08/87 : $ 9.0 m
Total Employees: 60
Services: Proc SysInt
Public

Concept Systems, Inc.
1 Franklin Plaza
Suite 650
Philadelphia, PA 19102
(214) 563-1425
Joseph T. Epprendi, President
Is Revenue FYE 12/87 : $ 6.1 m
Total Employees: 44
Services: Pfs AppSW Tky
Private

Continental Data Processing, Inc.
300 Laird Street
P.O. Box 1385
Wilkes-Barre, PA 18703
(717) 824-9868
Paul Gozick, President
Total Revenue FYE 12/85 : $ 1.4 m
Is Revenue : $ 1.4 m
Total Employees: 70
Services: Proc Tky
Private

CTEC Corporation
46 Public Square
P.O. Box 3000
Wilkes-Barre, PA 18703
(717) 825-1100
Edward H. Bersoff, President
Private

Cway Software Inc.
121 West Dekalb Pike
King of Prussia, PA 19406
(212) 265-4060
William DiPietro
Total Revenue (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 9
Services: AppSW
Private

Dash Group, Inc.
2913 Windmill Road
Building 3, # 7
Reading, PA 19608
(215) 670-1441
Elaine Rick, President
Is Revenue FYE 03/87 : $ 1.0 m
Total Employees: 9
Services: AppSW
Private

Datacomp Systems, Inc.
One Fairway Plaza
Suite 220
Huntingdon, PA 19006
(215) 947-9900
Sydney S. Weinsten, President
Total Revenue FYE 12/85 : $ 16.2 m
Total Employees: 400
Services: Proc
Private

Data Consultants, Inc.
1724 Lyter Drive
Johnston, PA 15905
(814) 255-4137
Kenneth Roslin, President
Total Revenue FYE 12/84 : $ 0.3 m
Is Revenue : $ 0.1 m
Total Employees: 40
Services: Proc
Parent Company: Glosser Brothers, Inc.

Data Processing Reference Corp.
175 Strafford Avenue
Suite One
Wayne, PA 19087
(215) 687-7772
Joel Adams
Total Employees: 50
Services: Proc
Private

Davis Computer Systems, Inc.
1211 Chestnut Street, Suite 400
Philadelphia, PA 19107
(215) 564-4133
Francis J. Davis, President
Total Revenue FYE 12/84 : $ 2.0 m

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Dealer Services Corporation
6 Executive Mall
Wayne, PA 19087
(215) 687-9100
Nelson Bobb, President
Is Revenue FYE 01/87 : $ 1.0 m
Total Employees: 10
Services: Proc
Private

Decision Data Inc.
400 Horsham Road
Horsham, PA 19044-0996
(215) 674-3300
Private

Decisions Development, Inc.
P.O. Box 315
Tobyhanna, PA 18466
(717) 894-4111
Donald C. Holmes, President
Private

Deltacom Incorporated
1200 Bustleton Pike
Suite 14
Feasterville, PA 19047
(215) 355-4758
I.T. George, President
Private

Digital Solutions, Inc.
1122 9th Street
Altoona, PA 16601
(814) 944-0405
Anthony Dambocci
Services: AppSW
Private

Don Holmes & Associates, Inc
P.O. Box 315
Tobyhanna, PA 18466
(717) 894-4111
Donald C. Holmes, President
Is Revenue FYE 01/87 : $ 0.1 m
Total Employees: 2
Services: AppSW
Private

Duquesne Systems, Inc.
Two Allegheny Center
Pittsburgh, PA 15212
(412) 323-2600
Glen F. Chatfield, President
Is Revenue FYE 09/87 : $ 37.7 m
Total Employees: 300
Services: SysSW
Public

Eagle Software Publishing, Inc.
993 Old Eagle School Road, Suite 405
Wayne, PA 19087
(215) 964-8660
Private

ECC International Corp.
175 Strafford Ave.
Wayne, PA 19087
(215) 687-2600
Richard F. Thompson, Vice President Finance
Total Employees: 730
Services: Tky
Public

Edgewood Systems
213 Elm Street
Pittsburgh, PA 15218
(412) 371-9951
Total Employees: 6
Services: Pfs AppSW
Private

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Expert Systems International, Inc.
1700 Walnut Street
Philadelphia, PA 19103
(215) 735-8510
Angelos T.KoloKouris, CEO
Total Revenue FYE 07/88 (Est) : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 18
Services: Pfs SysSW
Private

EZWare Corporation
29 Bala Avenue
P.O. Box 620
Bala Cynwyd, PA 19004
(215) 667-4064
Rob Gerritsen, President
Total Revenue FYE 12/87 (Est) : $ 0.5 m
Is Revenue : $ 0.2 m
Total Employees: 9
Services: Pfs AppSW SysSW
Private

F.D. Ross and Associates
P.O. Box 7864
Pittsburg, PA 15215
(412) 963-1484
James Carson, Vice President
Total Revenue FYE 12/83 : $ 0.1 m
Is Revenue : $ 0.1 m
Total Employees: 3
Services: AppSW
Private

Fischer & Porter
County Line Road
Warminster, PA 18974
(215) 674-6000
Private

Franklin Institute Research Laboratories (The)
20th & Race Street
Philadelphia, PA 19103
(215) 448-1556
Private

Gancom, Inc.
P.O. Box 1459
Harrisburg, PA 17105-1454
(717) 763-7226
J. Douglas Berry, President
Total Revenue FYE 12/88 (Est) : $ 8.0 m
Total Employees: 125
Parent Company: Gannett Flemming, Inc.

GENIX Corporation
One Marquis Plaza
5315 Campbell's Run Road
Pittsburgh, PA 15205
(412) 788-3700
Raul Pupo, President
Total Revenue FYE 03/86 : $ 25.0 m
Total Employees: 130
Services: Proc
Parent Company: National Intergroup

Gilbert Associates, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600
Charles Williams, President
Total Revenue FYE 12/86 : $ 233.5 m
Services: Pfs AppSW
Public

Gilbert Commonwealth, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600
Charles D. Williams, President
Services: Pfs
Parent Company: Gilbert Associates, Inc.

Gilbert Services, Inc.
P.O. Box 1498
Reading, PA 19603
(215) 775-2600
Michael L. Alexander
Total Revenue FYE 12/87 (Est) : $ 2.5 m
Is Revenue : $ 0.6 m
Total Employees: 42
Services: Pfs AppSW Tky
Parent Company: Gilbert Associates, Inc.

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Gimpel Software
3207 Hoarth Lane
Collegeville, PA 19426
(215) 584-4261
James F. Gimpel
Total Revenue FYE 12/87 (Est) : $ 0.5 m
Total Employees: 5
Private

Gnosis, Inc.
3060 W. Jefferson St.
Philadelphia, PA 19121
(215) 684-1010
Private

GSI Transcomm
1380 Old Freeport Road
Pittsburgh, PA 15238
(412) 963-6770
Philippe Beaurain, President
Is Revenue FYE 12/87 : $ 8.0 m
Total Employees: 86
Services: AppSW
Private
Parent Company: Generale de Service Informatique

Health Data Systems, Inc.
101 North Main Street
Lewistown, PA 17044
(717) 248-4800
Private

ICT Group
2260 Cabot Blvd. West
Langhorn, PA 19047
(215) 757-8200
John J. Brennan
Total Employees: 120
Services: Pfs AppSW SysSW SysInt Tky
Private

Industrial Corporation
31st & Jefferson Street
Philadelphia, PA 19121
(215) 684-1000
Private

Information Companies of America (ICOA)
1500 Walnut Street
Philadelphia, PA 19102
(215) 875-4650
G.L. Brodsky, President
Total Employees: 30
Services: Proc
Public

Innovative Systems, Inc.
341 Fourth Avenue
Pittsburgh, PA 15222
(412) 391-2364
Bob Colonna, President
Total Employees: 92
Services: SysSW
Private

International Computaprint Corporation
475 Virginia Dr.
Fort Washington, PA 19034
(215) 641-6000
Hans E. Nickel, President
Is Revenue FYE 03/87 : $ 34.0 m
Total Employees: 1000
Services: Proc

International Computerized Telemarketing, Inc.
2260 Cabot Boulevard West
Longhorne, PA 19047
(215) 757-0200
Richard Penn, President
Total Revenue FYE 12/84 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 75
Private

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Keystone Computer Associates, Inc.
1055 Virginia Drive
Fort Washington, PA 19034
(215) 643-3800
Leon E. Ellerson, President
Is Revenue FYE 12/87 (Est) : $ 10.0 m
Total Employees: 180
Services: Pfs AppSW
Private

KPB Industries
P.O. Box 6027
Bethlehem, PA 19001
(215) 866-1444
Private

Laventhal & Horwath
1845 Walnut Street
Philadelphia, PA 19103
(215) 299-1700
George Burnstein

LeMans Group (The)
455 South Gaugh
King of Prussia, PA 19406
(215) 337-8686
James Connor, President
Total Revenue FYE 12/86 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 35
Services: AppSW
Private

Lexeme Corporation
Four Station Square
Suite 250 Commerce Ct.
Pittsburgh, PA 15219-1119
(412) 281-5454
Michael Inn Shamos, President
Total Revenue (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 35
Services: Pfs SysInt
Private

Mellon Bank
Three Mellon Bank Center
Pittsburgh, PA 15258
(412) 234-5000
George T. Farrell, President
Public

Mellon Bank - Data Center Group
Three Mellon Bank Center, 151-1300
Pittsburgh, PA 15258
(412) 234-1601
Cary Ragan, CEO
Parent Company: Mellon Bank

Mellon Information Services
Three Mellon Bank Center, 151-1300
Pittsburgh, PA 15258
(412) 234-1601
Cary Ragan
Is Revenue FYE 12/87 (Est) : $ 70.4 m
Total Employees: 515
Services: Proc

Mestek, Inc.
209 Moon Clinton Rd.
Coraopolis, PA 15108
(412) 269-5800
Public

MIDEC, Inc.
267 Kappa Drive
Pittsburgh, PA 15238
(412) 963-6011
Thomas P. Styslinger, President
Total Employees: 55
Private

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Omega Systems, Inc.
160 N. Craig Street
Suite 212
Pittsburgh, PA 15213
(412) 681-7575
William D. Mariotti, President
Is Revenue FYE 12/87 : $ 5.0 m
Total Employees: 100
Services: Pfs AppSW SysSW Tky
Private

Pearl Data Systems
81 Great Valley Parkway, Suite 800
Malvern, PA 19355
(215) 647-2210
Total Employees: 17
Services: AppSW Tky
Private

Pentamation Enterprises, Inc.
1 Bethlehem Plaza
Bethlehem, PA 18018
(215) 691-3616
Is Revenue FYE 09/87 (Est) : $ 33.0 m
Total Employees: 500
Services: Proc AppSW Tky
Private

Personnel Data Systems, Inc.
Meetinghouse Business Center
2240 Butler Pike
Plymouth Meeting, PA 19462
(215) 828-4294
Steve Brody, President
Is Revenue FYE 03/87 : $ 5.0 m
Total Employees: 33
Services: AppSW
Private

Philadelphia Suburban Corp.
762 Lancaster Avenue
Bryn Mawr, PA 19010
(215) 527-8000
John W. Boyer,Jr., President
Is Revenue FYE 12/87 : $ 27.6 m
Total Employees: 1000
Services: Pfs Proc AppSW
Public

PictureWare, Inc.
111 North Presidential Blvd., #229
Bala Cynwyd, PA 19004
(215) 667-0880
Mike Marcus
Is Revenue FYE 01/87 : $ 2.1 m
Total Employees: 17
Services: Pfs AppSW Tky
Private

Pinkerton Computer Consultants
4 Neshaminy Interplex #111
Trevose, PA 19047
(215) 676-3100
William Pinkerton, President
Is Revenue FYE 12/87 (Est) : $ 23.0 m
Total Employees: 400
Services: Pfs
Private

Pittsburgh Business Consultants
1420 Centre Avenue
Suite 5
Pittsburgh, PA 15219
(412) 391-0714
Total Revenue FYE 12/88 (Est) : $ 6.0 m
Total Employees: 100
Parent Company: Pittsburgh Business Journal

Premier Systems, Inc.
676 E. Swedesford Rd., Bldg. 6, Ste. 200
Wayne, PA 19087
(215) 687-5950
Steven M. Katz, President
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 150
Services: Tky
Private

Primavera Systems, Inc.
Two Bala Plaza
Bala Cynwyd, PA 19004
(215) 667-8600
Total Revenue : $ 4.0 m
Is Revenue : $ 3.7 m
Total Employees: 35
Services: Pfs AppSW
Private

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Rabbit Software Corporation
Seven Great Valley Parkway East
Great Valley Corporate Center
Malvern, PA 19355
(215) 647-0440
Sheldon I. Newman, President
Total Revenue FYE 12/86 : $ 3.1 m
Is Revenue : $ 3.1 m
Total Employees: 55
Services: AppSW
Public

Redshaw, Inc.
Foster Plaza 10
Pittsburgh, PA 15220
(412) 937-3661
Robert Thompson,Jr., President
Is Revenue FYE 01/87 : $ 17.7 m
Total Employees: 238
Services: Tky
Parent Company: Hartford Insurance

Richard M. Walsh Associates, Inc.
925 Oak Street
Scranton, PA 18508
(717) 346-3856
Richard M. Walsh, President
Is Revenue FYE 12/87 : $ 1.8 m
Total Employees: 80
Services: Proc
Private

Safeguard Business Systems, Inc
455 Maryland Drive
Fort Washington, PA 19034
(215) 641-5000
Vincent G. Bell,Jr., Chairman
Total Revenue FYE 12/85 : $ 223.6 m
Total Employees: 2150
Services: Proc Tky
Parent Company: Mason Best Company

Safeguard Scientifics, Inc.
630 Park Avenue
King of Prussia, PA 19406
(215) 265-4000
Public

SEI Corporation
680 E. Swedesford Road
Wayne, PA 19087-1658
(215) 687-1700
Alfred P. West,Jr.
Is Revenue FYE 12/87 : $ 53.5 m
Total Employees: 1053
Services: Pfs Proc AppSW
Public

Shared Medical Systems Corporation
51 Valley Stream Parkway
Malvern, PA 19355
(215) 296-6300
R. James Macaleer, President
Is Revenue FYE 12/87 : $ 391.0 m
Total Employees: 4020
Services: Pfs Proc AppSW Tky
Public

Software Digest
One Wynnewood Road, Suite 106
Wynnewood, PA 19096
(215) 649-7000
Private

SunGard Data Systems, Inc.
1285 Drummers Lane
Wayne, PA 19087
(215) 341-8700
James L. Mann
Is Revenue FYE 12/87 : $ 84.7 m
Total Employees: 724
Services: Pfs Proc AppSW
Public

Swanson Analysis Systems
P.O. Box 65, Johnson Road
Houston, PA 15342
(412) 746-3304
John A. Swanson, President
Is Revenue FYE 12/87 : $ 15.5 m
Total Employees: 100
Services: AppSW
Private

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Systems & Computer Technology Corp.
Great Valley Corporate Center
Four Country View Road
Malvern, PA 19355
(215) 647-5930
Michael J. Emmi
Public

Tartan Laboratories, Inc.
477 Melwood Avenue
Pittsburgh, PA 15213
(412) 621-2210
William Wulf, Chairman
Total Revenue FYE 06/85 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 50
Services: AppSW
Private

Teleflex, Inc.
155 South Limerick Road
Limerick, PA 19468
(215) 948-5100
Private

Trilog, Inc.
1700 Market Street
Philadelpia, PA 19103
(215) 564-3404
Edward Jasvwoich
Is Revenue FYE 12/87 : $ 10.3 m
Total Employees: 150
Services: Proc AppSW
Parent Company: Cigna Corporation

Tri Star Publishing
475 Virgina Drive
Fort Washington, PA 19034
(215) 641-6000
Hans Nickel, President
Services: AppSW SysSW
Parent Company: Reed International PLC

Uni-Coll Corporation (The)
3401 Science Center
Philadelphia, PA 19104
(215) 387-3890
Tom Unger, President
Total Employees: 75
Services: Network AppSW
Parent Company: SunGard Data Systems, Inc.

Unilogic Ltd.
4 Station Square, Suite 240
Pittsburgh, PA 15219
(412) 281-5959
Services: AppSW
Private

Users Incorporated
1250 Drummers Lane
Valley Forge, PA 19482
(215) 687-9400
John N. Reardon, President
Is Revenue FYE 09/87 : $ 38.8 m
Total Employees: 300
Services: Pfs Proc AppSW Tky
Private

Utility & Municipal Services, Inc.
190 s. Warner Road
Wayne, PA 19087
(215) 971-9570
Donald Walsh, President
Is Revenue FYE 12/87 (Est) : $ 9.6 m
Total Employees: 72
Services: Pfs Proc AppSW SysSW Tky
Parent Company: Philadelphia Suburban Corp.

Vertex Systems, Inc.
998 Old Eagle School Road
Wayne, PA 19087
(215) 687-9060
Raymond Westphal, President
Total Revenue : $ 3.0 m
Is Revenue : $ 1.9 m
Total Employees: 25
Services: Tky
Private

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Weidenhammer Systems Corporation
3 Park Plaza
Wyomissing, PA 19610
(215) 278-1149
John Weidenhammer, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 39
Services: Pfs Proc AppSW
Private

Westinghouse Electric Corp
Westinghouse Building
Gateway Center
Pittsburgh, PA 15222
(412) 244-2000
John C. Marous
Public

Westinghouse Management Systems
Westinghouse Building
Gateway Center
Pittsburgh, PA 15222
(412) 244-2000
John C. Marous
Services: SysSW
Public

Worlco Data Systems, Inc.
PO Box 776
Valley Forge, PA 19482
(215) 630-9500
Edward A. Rofi, President
Total Revenue FYE 01/87 : $ 7.3 m
Is Revenue : $ 7.3 m
Total Employees: 165
Services: Pfs Proc Tky
Public

XPT, INC.
989 Old Eagle School Road
Suite 806
Wayne, PA 19087
(215) 254-0300
Private

XRT, Inc.
18 Great Valley Parkway, Suite 150
Malvern, PA 19355
(215) 251-0800
Dr. R.L. Martino, President
Total Revenue FYE 03/84 : $ 1.9 m
Is Revenue : $ 1.9 m
Total Employees: 40
Services: Tky
Private

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CAMS 1988
Directory of Information Services Companies
State of Rhode Island

Advanced Technology Systems, (ADTEC)
12 Commercial Way
East Providence, RI 02914
(401) 438-6400
John Noonan, General Manager
Total Revenue FYE 12/86 : $ 8.6 m
Is Revenue : $ 8.0 m
Total Employees: 110
Services: Pfs AppSW
Private

Aquidneck Data Corp.
170 Enterprise Center
Middletown, RI 02840
(401) 847-7260
Kenneth A. Parker, President
Total Revenue FYE 05/85 : $ 11.9 m
Is Revenue : $ 11.9 m
Total Employees: 220
Services: Proc AppSW
Private

Cadre Technologies, Inc.
222 Richmond Street
Providence, RI 02903
(401) 351-5950
David Banks, President
Total Revenue FYE 12/87 (Est) : $ 7.0 m
Is Revenue : $ 7.0 m
Total Employees: 100
Services: SysSW
Private

Daly & Wolcott, Inc.
P.O. Box 1509
East Greenwich, RI 02818
(401) 823-8400
Terranse Daly, President
Total Revenue FYE 12/85 : $ 2.0 m
Is Revenue : $ 2.0 m
Total Employees: 40
Services: Pfs AppSW
Private

Early, Cloud and Company
Aquidneck Industrial Park
Newport, RI 02840
(401) 849-0500
Private

Fleet Information, Inc.
125 Dupont Drive
Providence, RI 02907
(401) 278-5900
Albert C. Pattuson IV, President
Total Revenue FYE 12/84 : $ 19.6 m
Total Employees: 400
Services: Proc
Parent Company: Fleet Financial Group

Fleet Norstar
50 Kennedy Plaza
Providence, RI 02903
(401) 278-6000
Public

GTECH Corporation
101 Dyer St.
Providence, RI 02903
(401) 273-7700
Mr. Guy B. Snowden, President
Is Revenue FYE 12/87 : $ 80.6 m
Total Employees: 1000
Services: Proc
Public

Northeast Business Computers, Inc.
49 Centerville Road
Warwick, RI 02886
(401) 738-7055
Douglas J. Howard, President
Total Employees: 20
Services: Pfs AppSW Tky
Private

Orbis, Inc.
20 Catamore Blvd
East Providence, RI 02914
(404) 431-0900
Clinton Wright, President
Is Revenue FYE 12/87 : $ 4.1 m
Total Employees: 29
Services: Pfs AppSW
Public

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CAMS 1988
Directory of Information Services Companies
State of South Carolina

American Computer Professionals
P.O. Box 5125
Columbia, SC 29250
(803) 256-2343
John Reinquist, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 120
Services: Pfs
Private

Business Systems, Inc.
1 Marcus Drive
Greenville, SC 29615
(803) 297-9290
Clyde Scott, President
Total Employees: 75
Private

Cambar Business Systems, Inc.
4975 La Cross Road
CHARLESTON, SC 29418
(803) 747-4539
Roger K. Davis, President
Total Employees: 40
Services: AppSW
Private

Digital Systems, Inc.
2700 Middleburg Drive
Columbia, SC 29204
(803) 799-4094
Gary s Roberson, President
Is Revenue FYE 12/87 : $ 8.9 m
Total Employees: 122
Services: Pfs AppSW Tky
Parent Company: Philadelphia Suburban Corp.

Policy Management Systems Corporation
P.O. Box 10
Columbia, SC 29202
(803) 735-4000
G. Larry Wilson, President
Is Revenue FYE 12/87 : $ 159.2 m
Total Employees: 2577
Services: Network Pfs Proc AppSW
Public

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CMV Software Specialists, Inc.
Box 176
Hartford, SD 57033
(605) 338-6645
Jay Mitchell, President
Is Revenue FYE 12/87 : $ 0.4 m
Total Employees: 5
Services: Tky
Private

United Education & Software Data Systems
3600 S. Minnesota Avenue 401
Sioux Falls, SD 57105
(605) 339-3788
Aaron Cohen, President
Total Revenue FYE 01/87 (Est) : $ 100.0 m
Is Revenue : $ 100.0 m
Total Employees: 1200
Services: Proc AppSW SysSW
Public

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Advertising Data Systems, Inc.
2500 Mount Moriah Road
Suite C555
Memphis, TN 38115
(901) 795-8200
James Whipple, President
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 10
Services: AppSW
Private

American Custom Software, Inc.
P.O. Box 189
Cookeville, TN 38503
(615) 537-6516
John Brady, President
Total Revenue FYE 11/87 (Est) : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Services: Network Pfs AppSW
Private

Applied Dynamics, Inc.
3035 Directors Row, Suite 1310
Memphis, TN 38131
(901) 345-3211
E.G. Lawrence, President
Private

BM Systems
5980 Port Anadarko Trail
Hermitage, TN 37076
(615) 889-0714
B. Malone, President
Private

Business Computer Systems
640 Spence Lance, Ste 105
Nashville, TN 37217
(617) 366-7591
Bill Scott, President
Private

Campus America
900 Hill Avenue #205
Knoxville, TN 37915
(615) 523-9506
Larry Howell, President
Is Revenue FYE 10/87 : $ 3.5 m
Total Employees: 52
Services: AppSW Tky
Private

Comdata Holdings Corporation
2209 Crestmoor Road
Nashville, TN 37215
(615) 385-0400
George L. McJavish, President
Is Revenue FYE 12/87 : $ 100.6 m
Total Employees: 1303
Services: Proc
Public

Compco, Inc.
5120 Paddock Village Court
Building A
Brentwood, TN 37027
(615) 373-3636
Gerald Quick, President
Total Revenue FYE 01/87 : $ 2.5 m
Total Employees: 30
Private

D & S Systems, Inc.
2875 Whitten Road
P.O. Box 341045
Memphis, TN 38134
(901) 382-3920
R. Frank Sylves, President
Total Revenue FYE 06/83 : $ 1.2 m
Is Revenue : $ 1.2 m
Total Employees: 15
Services: Pfs Proc AppSW Tky
Private

ECOM Systems, Inc.
2500 Mount Morial Road, Suite 245
Memphis, TN 38115
(901) 794-5501
Mr. Bewayne Bolton, President
Total Employees: 50
Services: AppSW
Private

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Envoy Corporation
565 Marriott Drive
Highland Ridge Office Center
Nashville, TN 37210
(615) 885-3700
Fred C. Goad, President
Total Revenue FYE 06/85 (Est) : $ 7.5 m
Is Revenue (Est) : $ 7.5 m
Total Employees: 100
Services: Proc
Private

Hamlin, Williams & Associates, Inc.
1694 Shelby Oaks Drive, North
Memphis, TN 38134
(901) 388-6120
David Hamlin, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 35
Services: Pfs AppSW Tky
Private

Ingram Software
347 Reedwood Drive
Nashville, TN 37217
(615) 361-5000
Private

Inventory Locator Service, Inc.
3781 Premier Cove
Memphis, TN 38118
(901) 794-4784
Fred Meyer, President
Total Revenue FYE 12/84 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 14
Services: Proc
Parent Company: Ryder Systems

S & H Computer Systems, Inc.
1027 17th Avenue South
Nashville, TN 37211
(615) 327-3670
Harry R. Sanders, President
Total Revenue FYE 07/84 : $ 1.6 m
Is Revenue : $ 1.6 m
Total Employees: 20
Services: AppSW
Private

Synchronics
6263 Poplar Avenue, Suite 300
Memphis, TN 38119
(901) 761-1166
Services: AppSW
Private

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AAA Technology, Inc.
3000 Rogerdale
Houston, TX 77042
(713) 789-6200
Reid P. McNally,Jr., President
Is Revenue FYE 03/87 : $ 1.1 m
Total Employees: 40
Services: Pfs AppSW
Private

ABACUS Associates
6565 West Loop South, Suite 240
Bellaires, TX 77401
(713) 666-8146
James A. Ostrom, President
Services: Pfs AppSW
Private

Abbott's Logical Systems
4055 Hollister
Houston, TX 77080
(713) 460-2844
Jim Abbott, President
Total Revenue FYE 12/87 : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 5
Services: Pfs AppSW SysInt
Private

ABCO
1621 Wall Street
Dallas, TX 75215
(214) 565-1191
Private

ACES Software
2526 Manana, Suite 105
Dallas, TX 75220
(214) 323-1102
Jon R. Moore, President
Private

ACTS Corporation
P.O. Box 180
Kingsland, TX 78639
(915) 388-3110
Bill Carico, President
Is Revenue FYE 07/87 (Est) : $ 0.3 m
Total Employees: 10
Services: Pfs
Private

ADP Thrift Services Division
11 Green Way Plaza, Suite 300
Houston, TX 77046
(713) 622-8911
Lynn Mangum, President
Parent Company: Automatic Data Processing, Inc.

Advanced Business Communications, Inc.
4401 Beltwood Parkway
South Dallas, TX 75244
(214) 386-3500
Bob Dans
Total Employees: 120
Services: Network
Private

Advanced Data Processing, Inc.
230 W. Cott
Houston, TX 77007
(713) 880-2300
George G. Stubblefield, President
Total Revenue FYE 12/84 : $ 7.5 m
Is Revenue : $ 7.5 m
Services: Proc
Private

Advanced Management Technologies
P.O. Box 71
Cyprus, TX 77429
(713) 373-1905
Joe Morris, President
Is Revenue FYE 05/87 : $ 0.8 m
Total Employees: 4
Services: AppSW
Public

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AG Computer Service
4037 West 50th
Amarillo, TX 79109
(806) 353-9967
Ray Sammons, President
Is Revenue FYE 01/87 : $ 0.3 m
Total Employees: 4
Services: Pfs Tky
Private

AG Continuum Company (The)
9500 Arboretum Blvd.
Austin, TX 78759-6399
(512) 345-5700
Ronald C. Carroll, President
Public

Agro Systems Corporation
P.O. Box 64539
Lubbock, TX 79464
(806) 745-1633
E. Allen Lash, President
Private

Aims Plus, Inc.
1001 S. Sherman Street
Richardson, TX 75081
(214) 669-8904
Dana K. McIntosh, President
Total Revenue FYE 01/86 : $ 0.8 m
Is Revenue : $ 0.8 m
Total Employees: 10
Services: Pfs AppSW
Private

Al Lee & Associates, Inc.
9 Meadow Ranch Road
McKinney, TX 75069
(214) 248-0823
Alan F. Lee, President
Is Revenue FYE 12/87 (Est) : $ 5.5 m
Total Employees: 20
Services: AppSW
Private

Alpha Data Systems Inc.
4887 Alpha Road
Dallas, TX 75244
(214) 233-7062
Charles Erickson, President
Is Revenue FYE 01/87 (Est) : $ 6.6 m
Total Employees: 120
Services: Proc
Private

Altai, Incorporated
2509 Dalworth
Grand Prairie, TX 75050
(214) 641-0086
C.B. Russey, President
Is Revenue FYE 01/87 : $ 4.9 m
Total Employees: 160
Services: SysSW
Public

ALTAI Software Division
624 Six Flags Drive, Suite #150
Arlington, TX 76011
(817) 640-8911
James Patrick Williams
Total Revenue : $ 2.0 m
Total Employees: 20
Services: AppSW
Public
Parent Company: Altai, Incorporated

American Airlines
Mail Drop 4209
P.O. Box 619616
DFX Airport, TX 75261
(817) 963 2009

American Teleprocessing Corporation (ATC)
10681 Haddington Street
Houston, TX 77043
(713) 973-1616
Ron Brandow
Total Revenue FYE 01/87 (Est) : $ 35.0 m
Is Revenue : $ 29.8 m
Total Employees: 40
Services: Network
Private

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APL Data Systems
710 W. Main Street
Arlington, TX 76013
(817) 265-2132
Harley Courtney, President
Private

Application Systems International
1006 Burning Tree
Houston, TX 77339
(713) 530-4070
Ed Martin, President
Private

Argo Data Resouces Corp.
15301 Dallas Parkway
Dallas, TX 75248
(214) 386 4949
Max Martin, President
Total Revenue FYE / : $ 1.7 m
Private

A.S.A.P. Computers
13620 Memorial Drive
Houston, TX 77079
(713) 468-1308
James M. Orr, Director of Marketing
Services: Pfs Tky
Private

Baird Petrophysical Group
3300 Walnut Bend
Houston, TX 77042
(713) 975-8088
Ralph W. Baird, President
Is Revenue FYE 04/87 : $ 0.5 m
Total Employees: 4
Services: Pfs Proc SysSW
Private

Balcones Computer Corp.
2625 Bvell Ave.
Austin, TX 78758
(512) 346-1771
John A. Burns, President
Total Revenue FYE 12/84 : $ 0.8 m
Is Revenue : $ 0.8 m
Services: AppSW
Private

Bell & Murphy Associates
P.O. Box 816188
Dallas, TX 75381
(214) 386-0252
John W. Bell,Jr., President
Total Revenue FYE 12/86 (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 6
Services: Pfs Proc
Private

BISS, Inc.
10103 Fondren, Suite 390
Houston, TX 77096
(713) 988-1272
Mike MacBride, President
Total Employees: 5
Services: AppSW
Private

BMC Software Inc.
P.O. Box 2002
Sugarland, TX 77478
(713) 240-8800
John Moores, President
Is Revenue FYE 01/87 : $ 16.0 m
Total Employees: 150
Services: SysSW
Private

Boffin, Inc.
7557 Rambler Rd., Suite 1050
Dallas, TX 75231
(214) 890-7017
Joe Marshall, President
Total Revenue FYE 01/84 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 12
Services: Pfs AppSW Tky
Private

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Boss International
3435 Greystone Drive
Suite 106
Austin, TX 78731
(512) 346-1771
Kay Morgan, President
Is Revenue FYE 12/87 (Est) : $ 1.3 m
Total Employees: 13
Services: AppSW
Private

BPI Systems, Inc.
3001 Bee Cave Rd.
Austin, TX 78746
(512) 454-7191
David R. Fernald, President
Total Revenue FYE 03/86 : $ 10.9 m
Is Revenue : $ 10.4 m
Total Employees: 142
Services: AppSW
Public

BSA Turnkey Corporation
1714 Brogan Street
San Antonio, TX 78232
(512) 366-3796
Burke Cabanis, President
Is Revenue FYE 12/87 : $ 0.2 m
Total Employees: 4
Services: AppSW Tky
Private

Business Operating Software, Inc.
2607 Walnut Hill Lane
Dallas, TX 75229
(214) 956-7722
Ed Hayden, President
Is Revenue FYE 10/87 : $ 5.0 m
Total Employees: 22
Services: Pfs Tky
Private

Business Records Corporation
1111 W. Mocking Bird
Dallas, TX 75247
(214) 688-1800
Perry Esping
Is Revenue FYE 12/87 : $ 30.0 m
Total Employees: 1150
Services: Pfs AppSW Tky
Parent Company: Cronus Industries, Inc.

CAM-I, Inc.
611 Ryan Plaza Dr., Suite 1107
Arlington, TX 76011
(817) 860-1654
W.A. Carter, President
Total Revenue FYE 12/85 : $ 3.7 m
Is Revenue : $ 3.7 m
Total Employees: 23
Services: Pfs
Private

CAP Gemini Software Products, Inc.
2350 Valley View, Suite 420
Dallas, TX 75222
(214) 247-5454
Total Employees: 55
Services: AppSW
Private

Charter Information Corporation
2421 Rutlan Drive
Austin, TX 78758
(512) 835-1111
Total Revenue : $ 1.4 m
Is Revenue : $ 1.0 m
Services: Proc Tky
Private

ChemShare Corporation
P.O. Box 1885
Houston, TX 77001
(713) 627-8945
Dr. Michael L. McGuire, President
Services: AppSW
Private

Chilton Corporation
12606 Greenville Ave.
Dallas, TX 75243
(214) 699-6111
Van A. Smith, President
Is Revenue FYE 01/87 : $ 105.0 m
Total Employees: 1626
Services: Network
Public
Parent Company: Borg Warner Corporation

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Citicorp Quadstar
5220 Springvalley Rd.,Suite 200
Dallas, TX 75240
(214) 980-9601
Jack Scott, President
Total Revenue FYE 10/86 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 88
Services: AppSW

Clarity Software Corporation
13276 Research Blvd.
Suite 206
Austin, TX 78750
(512) 331-5356
James Deline, President
Total Revenue FYE 12/85 : $ 0.4 m
Is Revenue : $ 0.4 m
Total Employees: 6
Services: AppSW
Private

Compu-Share, Inc.
5214 68th Street
Lubbock, TX 79424
(806) 794-1400
Marvin Crossnoe, President
Is Revenue FYE 12/87 : $ 4.5 m
Total Employees: 40
Services: AppSW Tky
Private

Computer Application Specialist
P.O. Box 201538
AUSTIN, TX 78720-1538
(512) 250-5434
E. Reynolds, President
Total Revenue FYE 09/84 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 18
Services: Pfs AppSW Tky
Private

Computer Data Processing, Inc.
2307 Oak Lane
P.O. Box 531259
Grand Prairie, TX 75053
(214) 263-4591
M.W. Procell, President
Total Revenue FYE 12/86 (Est) : $ 7.0 m
Is Revenue (Est) : $ 7.0 m
Total Employees: 100
Services: Proc
Private

Computer Language Research, Inc.
2395 Midway Rd.
Carrollton, TX 75006
(214) 250-7000
Stephen T. Winn, President
Is Revenue FYE 12/87 : $ 102.1 m
Total Employees: 1225
Services: Pfs Proc AppSW Tky
Public

Computer Services Company
3010 Buchanan St.
Wichita Falls, TX 76308
(817) 696-3010
Leonard Chittum,Jr., President
Is Revenue FYE 12/87 (Est) : $ 0.5 m
Total Employees: 8
Services: Proc AppSW
Private

Computer Support Corp.
2215 Midway Rd.
Carrolton, TX 75006
(214) 661-8960
Fred Schoeller, President
Total Revenue FYE 10/85 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 16
Services: Pfs Proc AppSW Tky
Private

CompuTrac, Inc.
222 Municipal drive
Richardson, TX 75080
(214) 234-4241
Harry W. Margolis, President
Total Revenue FYE 01/88 : $ 7.4 m
Is Revenue : $ 7.7 m
Total Employees: 43
Services: Tky
Public

Concourse Research
9304 Forest Lane, Suite 117
Dallas, TX 75243
(214) 340-1831
Private

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Continuum Company The
9500 Arboretum Blvd.
Austin, TX 78759-6399
(512) 345-5700
Ronald C. Carroll
Is Revenue FYE 03/87 : $ 59.5 m
Total Employees: 695
Services: Proc AppSW
Public

Cook Data Services, Inc.
6510 Abrams Rd., Suite 410
Dallas, TX 75231
(214) 341-7700
David P. Cook, President
Total Revenue FYE 12/84 : $ 5.9 m
Is Revenue : $ 5.9 m
Total Employees: 36
Services: Proc AppSW
Public

Corporate Systems
1212 Ross Street
Amarillo, TX 79120
(806) 376-4223
Guyon Sanders, President
Is Revenue FYE 12/87 : $ 15.0 m
Total Employees: 232
Services: AppSW Tky
Private

Creditware
5595 Beltline Road
Suite 150
Dallas, TX 75240
(214) 490-4931
Total Revenue FYE 12/85 (Est) : $ 0.8 m
Services: AppSW
Parent Company: Conversant Software Corporation

Cronus Industries, Inc.
12700 Park Central
Dallas, TX 75251
(214) 386-2900
Private

Cutler-Williams
4000 McEwen S.
Suite 200
Dallas, TX 75244
(214) 960-7053
George Enochs, President
Total Revenue FYE 12/88 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 300
Services: Pfs
Private

CYGNA Communications
1100 Milan, Suite 3845
Houston, TX 77002
(713) 650-3800
Total Employees: 360
Services: Pfs
Private

Data Management Systems, Inc.
12308 Twin Creek
Manchaca, TX 78652
(512) 282-5018
David H. Brewster, CEO
Total Revenue FYE 10/86 (Est) : $ 3.3 m
Is Revenue (Est) : $ 3.3 m
Total Employees: 45
Services: Proc
Private

Dataplex Co.
9030 North Parkway
Suite 104
Houston, TX 77034
(713) 448-4046
Bob Rowen, President
Is Revenue FYE 01/87 (Est) : $ 0.6 m
Total Employees: 6
Services: Proc
Private

Datronic Systems, Inc.
916 Goodwin Drive
Plano, TX 75023
(214) 422-7711
Dan Tucker, President
Is Revenue FYE 12/87 (Est) : $ 0.4 m
Total Employees: 2
Services: AppSW
Private

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Decision Consultants Inc.
5000 Quorum, Suite 560
Dallas, TX 75240
(214) 386-8777
Jack Krasula, President
Total Revenue FYE 12/84 : $ 9.0 m
Is Revenue : $ 9.0 m
Total Employees: 140
Services: Pfs
Private

Digicon Inc.
3701 Kirby Drive
Houston, TX 77098
(713) 526-5611
Edward R. Prince, Jr., President
Total Revenue FYE 07/88 : $ 74.2 m
Total Employees: 1100
Services: Proc Tky
Public

DLM Teaching Resources
One Dlm Park
Allen, TX 75002
(214) 248-6300
Private

Dytronix Corp.
11910 Greenville Avenue
Box 742228
Dallas, TX 75374
(214) 699-9863
John Meagher Jr., CEO
Private

DYX Corporation
P.O. Box 74228
Dallas, TX 75374
(214) 699-9863
Total Revenue (Est) : $ 4.3 m
Total Employees: 55
Services: AppSW
Private

EDP Systems, Inc.
720 E. Park Boulevard
Plano, TX 75074
(214) 881-8454
Ted Johnston, President
Total Revenue FYE 09/85 (Est) : $ 1.7 m
Is Revenue (Est) : $ 1.7 m
Total Employees: 29
Services: Pfs AppSW
Public

EGT, Inc.
11011 Richmond, Suite 700
Houston, TX 77042
(713) 266-0000
Total Revenue FYE 09/85 (Est) : $ 5.0 m
Is Revenue (Est) : $ 3.5 m
Total Employees: 120
Services: Pfs AppSW Tky
Private

Electronic Banking Systems
1750 N. Collins Avenue
Richardson, TX 75080
Tom Metz, President
Private

Electronic Data Systems Corp.
7171 Forest Lane
Dallas, TX 75230
(214) 661-6000
Lester M. Alberthal,Jr., President
Private

Execucom Systems Corporation
9442 N. Capitol of Texas Highway
Arboretum Plaz One
Austin, TX 78759
(512) 346-4980
Gary Anderson, President
Is Revenue FYE 12/87 (Est) : $ 19.0 m
Total Employees: 170
Services: Pfs AppSW
Parent Company: Travelers Corporation (The)

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Factorial Systems, Inc.
3305 Northland Drive, Suite 305
Austin, TX 78731-4940
(512) 467-4940
Bill Balcezak, President
Total Revenue FYE 12/86 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.4 m
Total Employees: 24
Services: Pfs AppSW
Private

Financial Communications Services, Inc.
5580 LBJ Freeway, Suite 670
Dallas, TX 75240
(214) 960-8471
Private

Financial Information Systems
411 Industrial Drive, Suite # 107
Richardson, TX 75081
(214) 680-8696
Anthony Passaro, President
Total Revenue FYE 12/87 (Est) : $ 4.0 m
Is Revenue : $ 4.0 m
Services: Pfs AppSW
Private

First City Services Company
P.O. Box 2557
Houston, TX 77001
(713) 658-6340
Larry Betsinger, President
Total Revenue FYE 12/84 : $ 32.0 m
Is Revenue : $ 32.0 m
Total Employees: 358
Services: Proc
Parent Company: First City National Bank of Houston

Flagship Group (The), Inc.
7616 LBJ Freeway
Dallas, TX 75251
(214) 385-1882
Jerome T. Paul, President
Total Employees: 4
Private

Foxmeyer-TBL
2301 Avenue J
Arlington, TX 76011
(817) 481-7843
Bill Tauscher, President
Total Revenue FYE 12/84 : $ 15.0 m
Is Revenue : $ 12.0 m
Total Employees: 150
Services: Proc
Public

Gardner & Associates
217 South Stemmons
Suite 215
Lewisville, TX 75067
(214) 221-6400
Terry Gardner, President
Is Revenue FYE 12/87 : $ 0.4 m
Total Employees: 8
Services: AppSW Tky
Private

Geophysical Services Inc.
P.O. Box 225621
Dallas, TX 75265
(214) 995-2011
Dolan K. McDaniel, President
Services: Proc

GeoQuest Systems, Inc.
4605 Post Oak Place, Suite 230
Houston, TX 77027
(713) 622-8065
Rex C. Ross, President
Total Revenue FYE 01/87 : $ 2.1 m
Is Revenue : $ 2.1 m
Services: AppSW Tky
Private

Geosource, Inc.
6909 Southeast Freeway
Houston, TX 77236-7561
(713) 774-7561
Don Sheffield, President
Is Revenue FYE 01/87 : $ 21.0 m
Total Employees: 3000
Services: Pfs Proc AppSW Tky
Public

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Grant-Norpac, Inc.
10550 Richmond Avenue
P.O. Box 42801
Houston, TX 77042
(713) 556-1400
Private

Guidance Software, Inc.
1601 Westheimer, Suite 201
Houston, TX 77006
(713) 360-3561
Private

Hal Systems & Services, Inc.
17750 Preston Road
Dallas, TX 75252
(214) 248-8008
Greg Hahn, President
Is Revenue FYE 09/87 : $ 1.8 m
Total Employees: 24
Services: Pfs Proc AppSW SysInt Tky
Private

Harte-Hanks Communications, Inc.
P.O Box 269
San Antonio, TX 78291
(512) 829-9000
Bob Marbut, President
Private

Hogan Systems, Inc.
5080 Spectrum Drive
Suite 400E
Dallas, TX 75248
(214) 386-0020
Gary Fiedler, President
Is Revenue FYE 03/87 : $ 34.0 m
Total Employees: 525
Services: Pfs AppSW
Public

Houston Data Center, Inc.
6801 Portwest Dr., Suite 170
Houston, TX 77024
(713) 880-0042
George J. Kurka, President
Is Revenue FYE 03/87 (Est) : $ 5.3 m
Total Employees: 55
Services: Proc AppSW Tky
Private

Houston Engineering Research Corporation (HERCO)
7250 Wynnwood
Houston, TX 77008
(713) 869-9371
C.J. Vondrehle, President
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 22
Services: Pfs AppSW Tky
Private

IMSL, Inc.
2500 Parkwear Tower One
255 Citywest Blvd.
Houston, TX 77042
(713) 782-6060
Total Revenue : $ 10.0 m
Is Revenue : $ 6.6 m
Total Employees: 155
Services: AppSW
Private

Information Network Corporation
14677 Midway Road
Dallas, TX 75244
(214) 630-1240
James McNeff, President
Total Revenue FYE 12/84 : $ 9.5 m
Is Revenue : $ 9.5 m
Total Employees: 120
Services: Proc
Private

INFOSTAT, Inc.
9400 N. Central Expressway
Suite 1400
Dallas, TX 75231
(214) 692-7828
Gerald Neal, President
Total Revenue FYE 09/88 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 30
Services: Pfs AppSW SysSW Tky
Private

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Infotran Corporation
5222 Woodlawn
Belaire, TX 77401
(713) 660-7090
Kurt Leutwyler, President
Total Revenue (Est) : $ 0.3 m
Is Revenue (Est) : $ 0.3 m
Total Employees: 4
Services: AppSW
Private

Intellisource, Inc.
1335 Valwood Parkway
Suite 111
Carrollton, TX 75006
(214) 620-1242
Pat Haggerty,Jr., President
Total Revenue : $ 5.0 m
Is Revenue : $ 5.0 m
Total Employees: 25
Services: Tky
Private

Intratec Systems, Inc.
3030 LBJ Freeway, Ste 1500
Dallas, TX 75234
(214) 620-2091
Sue Searby, Vice President
Private

James B. Hotze & Company
5001 Bisfonnet
Bellair, TX 77401
(713) 664-1172
James B. Hotze, President
Is Revenue FYE 12/87 : $ 0.5 m
Total Employees: 5
Services: Pfs AppSW
Private

Kapstrom, Inc.
5952 Royal Lane, Suite 124
Dallas, TX 75230
(214) 369-1718
Private

Key Enterprises
1722 NE 3rd
Amarillo, TX 79107
(806) 372-8962
Private

Landmark Graphics Corporation
333 Cypress Run
Suite 100
Houston, TX 77094
(713) 579-4700
C.E. Ennis, President
Is Revenue FYE 06/87 (Est) : $ 29.5 m
Total Employees: 85
Services: Tky
Private

Lantech Systems, Inc.
1551 Glenville Dr.
Richardson, TX 75081
(214) 680-9700
Cory Preville, V.P. Sales
Services: AppSW
Private

Learmonth & Burchett Management Systems, Inc.
2900 N. Loop West, # 800
Houston, TX 77092
(713) 682-8530
Total Revenue FYE 01/87 (Est) : $ 21.6 m
Is Revenue : $ 21.6 m
Total Employees: 30
Services: Pfs AppSW
Parent Company: LBMS, Plc

Lomas & Nettleton Information Systems
1750 Regal Row
Dallas, TX 75235
(214) 879-5122
Matt Jacobs, CEO
Is Revenue FYE 06/87 : $ 25.1 m
Total Employees: 450
Services: Proc AppSW
Parent Company: Lomas-Nettleton Financial Corporation

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Lone Star Micro
4239 Herschel Ave
Dallas, TX 75219
(214) 521-2931
Private

M/A/R/C, Inc.
7850 N. Belt Line Road
Irving, TX 75063
(214) 506-3400
Sharon Munger, President
Is Revenue FYE 03/87 : $ 63.0 m
Total Employees: 400
Services: Pfs AppSW
Public

Martec Computer Services Co.
P. O. Box 162559
1425 Greenway
Irving, TX 75308
(214) 630-1240
James McNeff
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Total Employees: 20
Services: Proc
Private

Mason Best Company
2121 San Jacinto St.,Suite 1933
Dallas, TX 75201
(214) 754-2690

Matrix Insurance Services, Inc.
7676 Hilmont Suite 355
Houston, TX 77040
(713) 690-7676
Richard Markson, President
Is Revenue FYE 12/87 : $ 6.0 m
Total Employees: 75
Services: Proc Tky
Public

MCC Systems Inc.
14950 Heathrow Forest Pky
Suite 260
Houston, TX 77060
(713) 590-1000
Charles McClurkin, President
Total Revenue FYE 01/87 (Est) : $ 1.2 m
Is Revenue : $ 1.0 m
Total Employees: 15
Services: Pfs AppSW SysInt Tky
Private

Metier Management Systems, Inc.
2900 North Loop West, Suite 1300
Houston, TX 77092
(713) 956-7511
Robin W.I. Lodge, President
Services: AppSW Tky
Parent Company: Lockheed Corporation

MICA
2349 Memorial Blvd.
Port Arthur, TX 77640
(409) 983-2051
Quinten Hensley, President
Is Revenue FYE 11/87 : $ 4.2 m
Total Employees: 40
Services: AppSW
Private

Micro Associates, Inc.
2349 Memorial Blvd.
Port Arthur, TX 77640
(409) 983-2051
Mark J. Lee, President
Is Revenue FYE 11/87 : $ 1.9 m
Total Employees: 40
Services: AppSW
Private

Microdynamics Inc.
10461 Brockwood Road
Dallas, TX 75138
(214) 343-1170
Ron Martell
Total Revenue FYE 01/87 (Est) : $ 18.0 m
Is Revenue : $ 18.0 m
Total Employees: 120
Services: Tky
Private

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Mineral Search, Inc.
11925 Windfern
Houston, TX 77064
(713) 890-7600
William C. Oliver, President
Is Revenue FYE 12/87 : $ 0.4 m
Total Employees: 12
Services: Pfs Proc
Private

Morgan Computing Co.
P.O. Box 112730
Carrollton, TX 75011
(214) 746-5335
Total Employees: 6
Private

Mountain Software Growers, Inc.
5201 Mitchelldale, Suite B-4
Houston, TX 77092
(713) 680-3059
Total Revenue FYE 02/86 (Est) : $ 1.5 m
Is Revenue (Est) : $ 1.5 m
Total Employees: 25
Services: Pfs AppSW Tky
Private

MTech
P.O Box 152055
Irving, TX 75015-2055
(214) 506-4000
Is Revenue FYE 12/87 : $ 230.0 m
Total Employees: 2770
Services: Network Proc AppSW Tky
Public

National FSI, Inc.
2777 Stemmons Freeway
Suite 700
Dallas, TX 75207
(214) 689-3200
Robert Tierney, President
Total Revenue FYE 12/87 : $ 17.3 m
Total Employees: 200
Services: Proc AppSW Tky
Public

Nationwide Computer Services
N. Interstate 45
Box 610
Ennis, TX 75119
(214) 875-4746
Clay Callaway, President
Total Revenue FYE 06/85 (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 50
Services: Proc AppSW
Private

Netec International Inc.
P.O. Box 180549
Dallas, TX 75218
(214) 324-2848
Gart W. Goodwin, President
Is Revenue FYE 12/87 : $ 1.5 m
Total Employees: 11
Services: SysSW
Private

Northern Telecom, Inc.
2100 Lakeside Blvd.
Richardson, TX 75081
(214) 437-8000
Roy Merrills, President
Is Revenue FYE 12/87 : $ 40.0 m
Total Employees: 50000
Services: AppSW SysSW
Parent Company: Northern Telecom, Ltd.

Nova Graphics International Corp.
1515 Capital-TX Hwy. S.
Austin, TX 78746
(512) 327-9300
Harold Blair, President
Total Revenue FYE 01/87 (Est) : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Services: SysSW
Private

Nutri Med. Inc.
3400 Silver Stone Drive
Plain Oak, TX 75023
(214) 985-9243
Hal Richardson, President
Is Revenue FYE 12/87 : $ 0.1 m
Total Employees: 2
Services: Pfs AppSW SysInt Tky
Private

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On-Syte
1309 W. 15th Street
Suite 130
Plano, TX 75075
(214) 423-5300
Cliff Lazarine, President
Total Revenue FYE 10/86 (Est) : $ 8.0 m
Total Employees: 100
Services: Proc
Private

Palantir Software
12777 Jones Rd., Suite 100
Houston, TX 77070
(713) 955-8880
Dennis J. Bilbe, President
Is Revenue FYE 12/87 : $ 1.6 m
Total Employees: 20
Services: AppSW
Private

PASS, Inc.
9006 Woodbluff
Dallas, TX 75243
(214) 341-8208
Delbert Stehl,Sr., President
Is Revenue FYE 12/87 (Est) : $ 0.1 m
Total Employees: 3
Services: Pfs Proc
Private

Petrocomp Systems Inc.
1111 N. Loop West, Suite 940
Houston, TX 77008
(713) 880-0226
Mike Ball, Vice President
Total Employees: 45
Services: Pfs AppSW
Private

Petroware, Inc.
4849 Greenville Avenue
Suite 230
Dallas, TX 75206
(214) 696-4931
L. G. Hayes, President
Total Revenue FYE 12/84 (Est) : $ 3.0 m
Is Revenue (Est) : $ 2.7 m
Total Employees: 75
Services: Pfs AppSW
Private

PMI, Inc.
P.O. Box 35408
Dallas, TX 75235
(214) 255-9141
Janet Iveson, President
Total Employees: 8
Private

Popular Programs, Inc.
16420 Park Ten Place #205
Houston, TX 77084
(713) 579-0481
Douglas Morgan, President
Is Revenue FYE 01/87 (Est) : $ 0.7 m
Total Employees: 8
Services: AppSW
Private

Power Computing Company
1930 HiLine Drive
Dallas, TX 75207
(214) 655-8822
Tom Aud, President
Services: Proc AppSW Tky
Parent Company: McDermott International, Inc.

Pro-Access, Ltd.
1900 N. Loop West
Suite 200
Houston, TX 77018
(713) 880-9500
David R. Cassell, Managing Partner
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 50
Services: Pfs
Private

Profit Technologies
25501 McDonalad
Woodlands, TX 77380
(713) 292-8600
Charles Shoptaw, President
Total Employees: 10
Services: Pfs
Private

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Radian Corporation
8501 Mo-Pac Boulevard
Austin, TX 78766
(512) 454-4797
Donald Carlton, President
Is Revenue FYE 12/87 : $ 6.5 m
Total Employees: 900
Services: Pfs AppSW
Private

R Systems, Inc.
10310 Markison Rd
Dallas, TX 75238
(214) 343-9188
Bill Kiely, President
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 17
Services: AppSW
Private

Rubicon Corporation
1200 E. Campbell Rd.
Suite 100
Richardson, TX 75081
(214) 231-6591
William G. Groves, Chairman
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 75
Services: Tky
Public

Seiscom Delta, Inc.
580 W. Lake Park
Houston, TX 77079
(713) 556-1400
Jack B. Manning, Chairman
Total Revenue FYE 09/85 : $ 85.6 m
Is Revenue : $ 10.3 m
Total Employees: 8700
Services: Pfs Proc Tky
Public

Seisdata Services, Inc.
16800 Imperial Valley Dr., Suite 400
Houston, TX 77060
(713) 931-7661
Raymond W. Clawson, President
Total Revenue FYE 12/85 (Est) : $ 5.7 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 125
Services: Proc
Public

SGM, Inc.
8830 Interchange Dr.
Houston, TX 77054
(713) 666-2701
Bill McCullough, President
Total Revenue FYE 09/84 : $ 2.0 m
Is Revenue : $ 1.6 m
Services: AppSW
Private

Shared Financial Systems
15301 Dallas Parkwar
Suite 650
Dallas, TX 75248
(214) 233-8356
William McCormick, President
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 6.3 m
Total Employees: 100
Services: AppSW
Private

Shaw Systems Associates, Inc.
6200 Savoy Drive
Suite 600
Houston, TX 77036
(713) 782-7730
Roy Shaw Jr., President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 43
Services: AppSW
Private

Sheshunoff Information Services, Inc.
P.O. Box 13203
Capital Station
Austin, TX 78711
(512) 472-2244
Alex Sheshunoff, President
Total Revenue FYE 01/87 (Est) : $ 2.7 m
Is Revenue : $ 0.8 m
Total Employees: 75
Services: AppSW
Private
Parent Company: Warren, Gorham, and Lamont

Software Automation

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14333 Proton
Dallas, TX 75234
(214) 392-2802

Private

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Southwest Software
813 Great Southwest Parkway
Arlington, TX 76011
(817) 640-8911
James Patrick Williams, President
Parent Company: Altai, Inc

Stemco, Inc.
P.O. Box 1989
Longview, TX 75606
(800) 427-2051
Roger Marksberry, President
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 100
Services: Network
Private

Sterling Software, Inc.
3700 Campbell Centre
8350 N. Central Expwy.
Dallas, TX 75206
(214) 891-8600
Sterling L. Williams, President
Is Revenue FYE 09/87 (Est) : $ 200.0 m
Total Employees: 2450
Services: Pfs AppSW SysSW
Public

Sterling Swift Publishing Co.
7901 South 1H-35
Austin, TX 78744
(512) 282-6840
Private

Stonehouse and Company, Inc.
4100 Spring Valley Road, Suite 400
Dallas, TX 75244
(214) 960-1566
Marshall Roberts, President
Is Revenue FYE 12/87 : $ 2.5 m
Total Employees: 25
Services: AppSW
Private

Symbolics Financial Systems, Inc.
1740 North Collins Blvd.
Richardson, TX 75081
(214) 238-5750
Gerry Nelson, President
Total Revenue FYE 12/85 : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 62
Services: AppSW
Parent Company: Lomas-Nettleton Financial Corporation

Synercom Technology, Inc.
2500 City West Blvd.
Suite 1100
Houston, TX 77042
(713) 954-7000
Thomas E. Moore, President
Total Revenue FYE 01/87 : $ 17.3 m
Total Employees: 162
Services: AppSW
Public

System One Corporation
2929 Allen Parkway
Houston, TX 77019
(713) 630-5000
Richard E. Murray, President
Total Revenue FYE 01/87 : $ 29.0 m
Is Revenue : $ 29.0 m
Total Employees: 500
Services: Proc
Parent Company: Texas Air Corporation

Systems Application Engineering, Inc.
3955 Westcenter
Houston, TX 77042
(713) 783-6020
Total Revenue FYE 06/85 : $ 4.9 m
Is Revenue : $ 4.9 m
Total Employees: 56
Services: Pfs AppSW Tky
Private

System Software, Inc.
16302 Sea Lark
Houston, TX 77062
(713) 480-8812
Bill J. Predmore, President
Total Employees: 10
Services: SysInt
Private

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Tandy Corporation
1800 One Tandy Center
Fort Worth, TX 76102
(817) 390-3700
John Poach, President
Is Revenue FYE 01/87 : $ 150.0 m
Services: AppSW SysSW
Public

TCS Software, Inc.
6100 HILLCROFT
SUITE 600
HOUSTON, TX 77081
(713) 771-6000
W. Kyle Willis, President
Total Revenue (Est) : $ 3.0 m
Is Revenue (Est) : $ 3.0 m
Total Employees: 45
Services: Pfs
Private

Technical Advantage Corporation
1200 South Sherman, Suite 130
Richardson, TX 75081
(214) 644-2022
Tom DeHart, President
Total Revenue FYE 09/85 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 6
Services: Pfs AppSW SysInt
Private

Technical Evaluation and Management Systems, Inc. (TEAMS)
5151 Beltline Road, Suite 1110
Dallas, TX 75240
(214) 386-5764
Dr. Floyd E. Leaders,Jr., President
Total Revenue (Est) : $ 4.5 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 60
Services: Proc AppSW
Private

Texas Air System One
333 Clay Street, Suite 4040
Houston, TX 77002
(713) 658-9588
Francisco A. Lorenzo, CEO
Public

Texas Direct, Inc.
5100 Rondo Drive
Fort Worth, TX 76106
(817) 625-4221
John W. Windle, President
Total Revenue FYE 12/84 : $ 6.5 m
Is Revenue : $ 3.2 m
Total Employees: 91
Services: Proc
Private

Texas Instruments Incorporated
P.O. Box 255474
Dallas, TX 75265
(214) 995-2355
Jerry R. Junkins, President
Is Revenue FYE 12/87 : $ 111.0 m
Services: Pfs Proc AppSW SysSW
Public

Tigon Corporation (The)
17085 Knoll Trail Drive
Dallas, TX 75248
(214) 733-2700
John Beletic
Total Revenue FYE 01/87 (Est) : $ 12.5 m
Is Revenue : $ 12.5 m
Total Employees: 125
Services: Network
Private

Uniflex Database Systems, Inc.
P.O. Box 112730
Carrollton, TX 75011
(214) 991-7598
Chris Morgan
Total Revenue FYE 01/87 : $ 0.3 m
Is Revenue : $ 0.3 m
Total Employees: 3
Services: Proc AppSW Tky
Private

Uniplex Integration Systems, Inc.
150 W. Carpenter Fwy
Irving, TX 75039
(214) 717-0068
Jeff Waxman, President
Total Revenue FYE 01/87 (Est) : $ 10.0 m
Is Revenue : $ 10.0 m
Total Employees: 150
Services: AppSW
Private

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U. S. Data Corporation
1551 Glenville Drive
Richardson, TX 75085
(214) 680-9700
Bob Midyett, President
Total Employees: 100
Services: AppSW SysSW
Private

Walter E. Ulrich Consultants
1100 Lousiena Ave #4100
Houston, TX 77002
(713) 666-5433
Carol Philips, Partner in Charge
Total Revenue FYE 12/86 (Est) : $ 4.0 m
Is Revenue (Est) : $ 4.0 m
Total Employees: 60
Services: Pfs
Parent Company: Coopers & Lybrand

Welcom Software Technology
1325 South Dairy Ashford
Suite 125
Houston, TX 77077
(713) 558-0514
Tony Welsh, President
Is Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 50
Services: AppSW
Private

Western Geophysical
P.O. Box 2469
Houston, TX 77252
(713) 789-9600
Is Revenue FYE 01/87 (Est) : $ 45.0 m
Total Employees: 5000
Services: Proc
Parent Company: Litton Industries, Inc.

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Commercial Logic, Inc.
P.O. Box 170
Norwich, VT 05055
(802) 649-1352
Peter Coburn, President
Is Revenue FYE 07/87 (Est) : $ 0.4 m
Total Employees: 8
Services: SysSW
Private

Interpretive Data Systems
1500 Shellburne Road, Box 1070
S. Burlington, VT 05402
(802) 862-1022
Richard E. Tarrant, President
Total Revenue FYE 06/85 (Est) : $ 30.0 m
Is Revenue (Est) : $ 24.0 m
Total Employees: 200
Services: Proc AppSW
Private

Systems and Software, Inc.
Griswold Industrial Park
R.D. 2 Post Office Box 51A
Williston, VT 05495
(802) 863-5569
William H. Willey, President
Total Employees: 7
Services: AppSW
Private

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Applied Engineering Co.
411 West 400 South
Salt Lake City, UT 84101
(801) 532-5343
Ken Struhs
Total Revenue FYE 01/87 (Est) : $ 1.7 m
Total Employees: 17
Private

Aurelian Corporation
P.O. Box 1319
Orem, UT 84057-1319
(801) 225-5532
Mark Cunningham, President
Total Revenue FYE 10/85 : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 15
Services: Pfs AppSW
Private

Automated Language Processing Systems, Inc.
295 Chipeta Way
Salt Lake City, UT 84108
(801) 375-0090
A.T. Zirke, President
Total Revenue FYE 12/86 : $ 2.8 m
Is Revenue : $ 1.7 m
Total Employees: 115
Services: AppSW
Public

Dynamic Time Systems, Inc.
11331 South State Street
Provo, UT 84601
(801) 377-9154
W. Richard Horton, President
Total Employees: 30
Services: Tky
Private

Evans and Sutherland Computer Corp.
580 Arapeen Drive
Salt Lake City, UT 84108
(801) 582-5847
David C. Evans
Is Revenue FYE 12/87 (Est) : $ 134.4 m
Total Employees: 1350
Services: AppSW Tky
Public

Evans & Sutherland Computer Corp.
580 Arapeen Drive
Salt Lake City, UT 84108
(801) 582-5847
David C. Evans, President
Public

Future Software
2525 South Main, Suite 9 te 9
Salt Lake City, UT 84115
(801) 487-5330
Bob Wall, President
Total Employees: 15
Services: AppSW
Private

Hiller Industries
631 North 400 West
Salt Lake City, UT 84103
(801) 521-2411
Melvin Hiller, President
Is Revenue FYE 12/87 (Est) : $ 6.0 m
Total Employees: 110
Services: AppSW
Private

IHC Affiliated Services, Inc.
36 S. State St.
Salt Lake City, UT 84111
(801) 530-3442
Robert Walker, President
Is Revenue FYE 12/87 : $ 26.0 m
Total Employees: 215
Services: AppSW
Parent Company: Intermountain Health Care, Inc.

Knowledge Data Systems
102 West 500 South
Suite 600
Salt Lake City, UT 84101
(801) 355-7100
Jim Durham, President
Total Employees: 75
Public

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Lytron Systems
1675 North 200 West, Bldg. #2
Provo, UT 84604
(801) 373-6604
Private

Management Systems Corporation
5201 Green Street, Suite 100
P.O. Box 72530
Salt Lake City, UT 84107-2530
(801) 264-2900
Bill Weft, President
Total Employees: 30
Private

MegaWest Systems
345 Bearcat Drive
Salt Lake City, UT 84115
(801) 487-0788
Mike Archuleta, President
Is Revenue FYE 12/87 : $ 2.0 m
Total Employees: 19
Services: AppSW SysInt Tky
Private

Novell, Inc.
122 E. 1700 South
Provo, UT 84601
(801) 379-5900
Raymond J. Noorda, President
Is Revenue FYE 10/87 : $ 135.5 m
Total Employees: 1300
Services: Pfs SysSW
Public

Softrack Systems
P.O. Box 16750
Salt Lake City, UT 84116
(801) 531-8550
Curtis Allen, President
Is Revenue FYE 12/87 : $ 1.2 m
Total Employees: 13
Services: AppSW
Private

Softrak Systems
1977 West North Temple,
P.O. Box 1675084116
Salt Lake City, UT 84116
(801) 531-8550
Services: AppSW
Private

Software Systems, Inc.
1570 N. Main
P.O. Box 31
Spanish Fork, UT 84660
(801) 798-9851
Duane Hutchings, President
Is Revenue FYE 09/87 : $ 0.9 m
Total Employees: 11
Services: Pfs AppSW SysInt Tky
Private

SOS Computer Systems, Inc.
1401 W. 820 North
Provo, UT 84601
(801) 375-7775
David Smart, President
Is Revenue FYE 01/87 : $ 3.0 m
Total Employees: 55
Services: Proc Tky
Private

Spillman Data Systems, Inc.
15 South Main Suite 400
Logan, UT 84321
(801) 753-1610
Richard E. Spillman, President
Total Revenue FYE 12/84 : $ 0.9 m
Is Revenue : $ 0.9 m
Services: Pfs AppSW Tky
Private

Telesun Corporation
404 E. 4500 S., Suite B12
Salt Lake City, UT 84107
(801) 261-4936
Private

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Wicat Systems, Inc.
1875 S. State Street
Orem, UT
(801) 224-6400
Robert Mendenhall, President
Total Revenue FYE 01/87 (Est) : $ 39.0 m
Is Revenue : $ 39.0 m
Total Employees: 600
Services: Pfs AppSW Tky
Private

WordPerfect Corporation
1555 N. Technology Way
Orem, UT 84057
(801) 227-4020
Dr. Alan C. Ashton, President
Is Revenue FYE 12/87 : $ 100.3 m
Total Employees: 760
Services: AppSW
Private

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ADS Software, Inc.
707 5th Street
P.O. Box 13686
Roanoke, VA 24016
(703) 344-6818
William Lawton, President
Is Revenue FYE 01/87 (Est) : $ 1.4 m
Total Employees: 15
Services: AppSW
Private

Advanced Systems Development
2800 Shirlinton Road
Suite 800
Alexandria, VA 22206
(703) 998-3900
R. Bennett, President
Total Revenue FYE 09/87 : $ 6.5 m
Is Revenue : $ 6.5 m
Total Employees: 100
Private

Advanced Technology, Inc.
12005 Sunrise Valley Drive
Reston, VA 22091
(703) 620-8000
Robert E. LaRose, President
Total Revenue FYE 01/87 (Est) : $ 20.0 m
Is Revenue : $ 6.0 m
Total Employees: 2300
Services: Network Pfs SysSW SysInt Tky
Parent Company: Emhart Corporation

Agrimetrics Associates
P. O. Box 1160
Chester, VA 23831
(804) 748-8176
Sidney Brown
Is Revenue FYE 09/87 : $ 4.0 m
Total Employees: 23
Services: Pfs
Private

American Management Systems, Inc.
1777 North Kent St.
Arlington, VA 22209
(703) 841-6000
Charles O. Rossoti, President
Total Employees: 2410
Services: Pfs Proc AppSW
Public

ATA Services, Inc.
2200 Mill Road
Alexandria, VA 22314
(703) 838-1900
Ron Knott, Senior Vice President
Is Revenue FYE 06/87 (Est) : $ 0.8 m
Total Employees: 40
Services: Proc AppSW Tky
Parent Company: American Trucking Association

Automated Image Management (AIM) Division
3907 Herndon Parkway
Herndon, VA 22070
(703) 478-9410
Parent Company: COMNET Corporation

BCI, Inc.
1749 Old Meadow, Suite 210
McLean, VA 22102
(703) 442-0515
Ronald F. Graves, Chief Operation Officer
Total Revenue FYE 12/84 (Est) : $ 11.0 m
Total Employees: 19
Parent Company: Bell Canada Enterprises

BDM International, Inc.
7915 Jones Beach Dr.
McLean, VA 22102
(703) 848-5000
Earle C. Williams, President
Is Revenue FYE 01/87 : $ 307.4 m
Total Employees: 3601
Services: Pfs SysInt
Public

Berman Associates Inc.
101 E. Holly Ave., Suite 14
Sterling, VA 22170
(703) 450-5000
Lon Berman, President
Total Employees: 10
Services: Pfs AppSW
Private

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BETAC Corporation
1401 Wilson Blvd.
Arlington, VA 22209
(703) 243-9200
Earl Lockwood, President
Is Revenue FYE 09/87 : $ 18.0 m
Total Employees: 275
Services: SysInt
Private

Business Management Systems, Inc.
10565 Lee Highway
Fairfax, VA 22030
(703) 591-0911
Dennis Makurat
Is Revenue FYE 01/87 : $ 1.9 m
Total Employees: 15
Services: AppSW Tky
Private

C3, Inc.
460 Herndon Parkway
Herndon, VA 22020
(703) 471-6000
Richard C. Litsinger, President
Is Revenue FYE 03/87 : $ 68.5 m
Total Employees: 600
Services: SysInt
Public

CACI, Inc.
1700 North Moore Street
Arlington, VA 22209
(703) 841-7800
J.P. London, President
Is Revenue FYE 01/87 : $ 85.5 m
Total Employees: 2500
Services: Pfs
Public

CCG Systems, Inc.
600 Court Street
Portsmouth, VA 23704
(804) 393-4383
Jim Nelson, President
Total Revenue FYE 05/85 : $ 0.3 m
Is Revenue : $ 0.3 m
Services: AppSW
Private

Communications Management Systems, Inc.
1500 Planning Research Drive
McClean, VA 22102
(703) 556-2300
Total Revenue (Est) : $ 8.0 m
Is Revenue (Est) : $ 7.6 m
Services: Proc AppSW
Parent Company: Cincinnati Bell, Inc.

Comnet - Aim Division
397 Herndon Parkway
Suite 1
Herndon, VA 22070
(703) 478-9410
John Hydinger, President
Is Revenue FYE 03/87 : $ 2.5 m
Total Employees: 28
Services: Pfs Proc
Parent Company: Comnet

Compucare, Inc.
2051 Mercator Drive
Reston, VA 22091
(703) 648-9000
Ron Aprahamian, President
Is Revenue FYE 12/88 : $ 43.6 m
Total Employees: 400
Services: Pfs AppSW Tky
Private

Computer Applications, Inc.
P.O. Box 97
Fairfax Station, VA 22039
(703) 250-9504
Brin Ford, President
Total Revenue FYE 12/84 : $ 0.8 m
Is Revenue : $ 0.5 m
Total Employees: 12
Services: Pfs Tky
Private

Computer Company (The)
1905 Westmoreland St.
Richmond, VA 23230
(804) 254-2200
Total Employees: 1000
Services: Network Proc
Parent Company: Blue Cross & Blue Shield

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Computer Resource Management, Inc.
210-C Gallows Road
Vienna, VA 22180
(703) 893-9261
Ervin Torrez, President
Total Employees: 150
Private

Contractors Management Systems
1150 Sunset Hills Road, Suite 300
Reston, VA 22090
(703) 435-3172
Scott Sloan, President
Total Revenue FYE 10/86 (Est) : $ 2.0 m
Is Revenue (Est) : $ 2.0 m
Total Employees: 22
Services: AppSW
Private

Coyne Kalajian, Inc.
1701 North Fort Myer Drive
Suite 600
Arlington, VA 22209
(703) 522-7026
John Coyne, President
Total Employees: 50
Private

Crichlow Data Sciences Inc.
15701 Brandywine Road
Dumfries, VA 22026
(703) 670-2040
Private

CR Software, Inc.
10474 Armstronf Street
Fairfax, VA 22031
(703) 934-9060
Warren Dedrick, President
Total Revenue FYE 06/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 10
Services: AppSW
Private

Data Base Management, Inc.
6377 Little River Turnbike
Alexandra, VA 22312
(703) 642-2250
William Schmidt, President
Total Revenue FYE 12/84 : $ 8.0 m
Is Revenue : $ 8.0 m
Total Employees: 130
Services: Pfs AppSW
Private

Datacare, Inc.
3140 Chapareal Drive
Building C
Roanoke, VA 24018
(703) 989-7023
C. David Kirk, President
Total Revenue FYE 09/84 : $ 13.0 m
Is Revenue : $ 13.0 m
Total Employees: 130
Services: Pfs Proc AppSW
Private

Datametrics Systems Corporation
718 Palmer Drive
Herndon, VA 22070
(703) 425-1006
Dr. John Kelly
Total Employees: 20
Services: Pfs SysSW
Private

Data Systems Corporation
8827 Staples Mill Road
Richmond, VA 23228
(804) 264-7300
A. Paul Cox,Jr., President
Total Revenue FYE 07/86 : $ 11.0 m
Is Revenue : $ 11.0 m
Total Employees: 150
Services: Pfs Proc AppSW
Private

DPC Corporations
7115 Leesburgh Pike
Falls Church, VA 22046
(703) 532-1775
John Waughan, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 20
Services: Proc
Private

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ERC International, Inc.
3211 Jermantown Road
P.O. Box 10107
Fairfax, VA 22030
(703) 246-0200
Jack Aalseth, President
Total Revenue FYE 12/85 : $ 32.0 m
Total Employees: 650
Services: Pfs AppSW
Public

Essex Corporation
333 North Fairfax
Alexandria, VA 22355
(703) 548-4500
Robert B. Piric, Jr., President
Total Revenue FYE 12/86 : $ 22.9 m
Services: Pfs
Public

Figgie International Inc.
1000 Virginia Center Pkwy
Richmond, VA 23295
(804) 264-5600
Harry E. Figgie,Jr., President
Total Revenue FYE 12/86 : $ 919.0 m
Public

Flow General, Inc.
7655 Old Springhouse Road
McClean, VA 22102
(703) 893-5915
Robert Wengler
Is Revenue FYE 06/87 (Est) : $ 50.0 m
Total Employees: 2268
Services: Pfs AppSW
Public

Galler Associates, Inc.
520 North Washington
Falls Church, VA 22046
(602) 965-9781
Private

Galler Automation Industries Inc.
520 North Washington Street
Falls Church, VA 22046
(703) 525-9292
Jerry Galler, President
Total Revenue FYE 12/84 : $ 5.5 m
Is Revenue : $ 5.5 m
Services: Pfs AppSW
Parent Company: Galler Associates, Inc.

Ganesa Group International
1495 Chain Bridge Rd.
McLean, VA 22101
(703) 492-0442
Private

General Research
7655 Old Sprint House Road
McLean, VA 72102
(703) 893-5900
Robert Wengler, President
Total Revenue : $ 62.0 m
Is Revenue : $ 62.0 m
Total Employees: 350
Services: Pfs AppSW
Public
Parent Company: Flow General, Inc.

Graphic Communications Association
1730 N. Lynn Street, Suite 604
Arlington, VA 22209
(703) 841-8160
Services: AppSW

GTE Telenet Communications Corp.
12490 Sunrise Valley Dr.
Reston, VA 22096
(703) 689-6000
Paolo Guidi, President
Is Revenue FYE 12/87 : $ 216.0 m
Total Employees: 1800
Services: Network Pfs
Parent Company: GTE Corporation

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INCO, Inc.
8201 Greensboro Drive
McLean, VA 22102
(703) 442-7960
Total Revenue FYE 03/84 : $ 21.0 m
Services: Pfs
Private

Inconographics, Inc.
6719 White Post Rd
Centerville, VA 22020
(703) 830-1780
Total Revenue FYE 06/84 : $ 0.1 m
Is Revenue : $ 0.1 m
Total Employees: 2
Services: Pfs
Private

Information Engineering Systems Corporation
1235 Jefferson Davis Hwy.
Century Bldg, Suite 1405
Arlington, VA 22202
(703) 553-9222
Dean Mohlstrom, President and CEO
Services: Pfs AppSW
Private

Information Management Consultants, Inc.
405 N. Washington Street
Suite 301
Falls Church, VA 22046
(703) 237-1822
Sudhaker V. Shenoy, President
Total Revenue FYE 12/85 : $ 3.5 m
Is Revenue : $ 3.5 m
Total Employees: 50
Services: Pfs Proc AppSW Tky
Private

International Computer Systems, Inc.
8603 Westwood Center, Suite 209
Vienna, VA 22180-2215
(703) 847-8700
Arun Batavia, President
Is Revenue FYE 12/87 (Est) : $ 3.5 m
Total Employees: 20
Services: Pfs
Private

International Software Systems
P.O. Box 5427
Richmond, VA 23220
(804) 359-2211
Private

Inversion Technology
1359 Beverly Road
P.O. Box 6070
McLean, VA 2210-66070
(703) 893-5149
Mr. Dunn Jucrson, President
Total Employees: 100
Private

Kelinar Corporation
901 South Highland Street
Arlington, VA 22204
(703) 685-1314
John Myrna
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 31
Services: SysSW
Private
Parent Company: VM Systems Group

Ketron Management Science, Inc.
1700 North Moore Street
Suite 1710
Arlington, VA 22209
(703) 558-8701
Carroll Nelson
Total Employees: 300
Parent Company: Ketron Incorporated

Landmark Systems Corporation
8000 Towers Crescent Drive
Vienna, VA 22180
(703) 922-7101
Patrick McGettigan, President
Total Revenue FYE 12/87 : $ 13.0 m
Total Employees: 120
Services: SysSW
Private

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Medical Data Services, Inc.
901 Moorefield Park Drive
Richmond, VA 23236
(804) 272-2828
William Fickling,Jr., CEO
Parent Company: Charter Medical Corporation

Medicomp Of Virginia
9526-A Lee Highway
Fairfax, VA 22031
(703) 591-0914
Total Revenue (Est) : $ 0.2 m
Is Revenue (Est) : $ 0.2 m
Services: Pfs
Private

Metro Information Services
P.O. Box 8888
Virginia Beach, VA 23450
(804) 486-1900
John Fain, President
Total Employees: 250
Private

Minicomputer Co.
3700 Mount Vernon Ave.
Alexandria, VA 22305
(703) 549-4300
Tom Davidson, President
Total Revenue FYE 12/86 (Est) : $ 9.0 m
Is Revenue (Est) : $ 9.0 m
Total Employees: 92
Services: AppSW Tky
Private

Morino Associates, Inc.
8615 Westwood Center Dr.
Vienna, VA 22180-2215
(703) 734-9494
Mario Morino
Total Employees: 237
Services: Pfs SysSW
Public

Morino, Inc.
8615 Westwood Center Dr.
Vienna, VA 22180-2215
(703) 734-9494
Mario Morino, Chairman
Public

NDX Corporation
10400 Eaton Place
Fairfax, VA 22030
(703) 273-1196
Charles Dudley, President
Total Revenue (Est) : $ 0.6 m
Is Revenue (Est) : $ 0.6 m
Total Employees: 8
Services: AppSW
Private

Network Solutions
8229 Boone Blvd., 7th Floor
Vienna, VA 22180
(703) 442-0400
Emmit Mc Henry
Is Revenue FYE 12/87 : $ 22.0 m
Total Employees: 410
Services: Pfs SysSW
Private

Network Strategies, Inc.
10201 Lee Highway
Fairfax, VA 22030
(703) 352-9700
Charles Joyce, President
Total Revenue FYE 12/87 (Est) : $ 6.0 m
Is Revenue (Est) : $ 6.0 m
Total Employees: 100
Services: Pfs
Private

Performance Software, Inc.
575 Southlake Blvd.
Richmond, VA 23236
(804) 794-1012
Thomas D. Steele, President
Is Revenue FYE 03/87 : $ 1.0 m
Total Employees: 5
Services: SysSW
Private

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Planning Research Corp.
1500 Planning Research Dr.
Mclean, VA 22102
(703) 556-1000
John Toups, President
Is Revenue FYE 06/87 : $ 459.4 m
Total Employees: 6000
Services: Network Pfs Proc Tky
Parent Company: Emhart Corporation

Raven Services Corp.
8382-B Terminal Rd.
Lorton, VA 22079
(703) 550-7265
Raymond Mott, President
Total Revenue FYE 09/85 : $ 9.8 m
Is Revenue : $ 9.8 m
Total Employees: 120
Services: Pfs Proc
Private

Reston Publishing Company, Inc.
11480 Sunset Hills Road
Reston, VA 22090
(703) 437-8900
Private

RGI, Inc.
5203 Leesburg Pike
Falls Church, VA 22041
(703) 820-4900
Richard S. Quiggs, President
Total Revenue FYE 06/84 : $ 19.0 m
Total Employees: 380
Services: Pfs Proc AppSW Tky
Private

SATCOM
4521 Professional Circle
Virginia Beach, VA 23455
(804) 499-9803
Talmadge F. Broughton, President
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue (Est) : $ 2.5 m
Total Employees: 30
Services: Pfs AppSW
Private

Satellite Computing, Inc.
4521 Professional Circle
Virginia Beach, VA 23455
(804) 499-9803
Talmadge F. Broughton, President
Total Revenue FYE 03/88 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 30
Services: AppSW
Private

SEED Software Corp.
5904 Richmond Highway
Alexandria, VA 22030
(703) 960-8800
Joe Borkoski, President
Total Employees: 25
Services: Pfs
Parent Company: ManTech International Corporation

Signet Data Systems, Ltd.
611 N. Courthouse Road
Richmond, VA 23236
(804) 794-2800
Larry D. Wallace, President
Total Employees: 47
Services: AppSW
Private

Smart Systems Technology, Inc
8130 Boon Blvd. #500
Vienna, VA 22180
(703) 893-0429
Ken Haynes, President
Is Revenue FYE 01/87 : $ 0.7 m
Total Employees: 6
Services: Pfs
Private

Software AG Systems, Inc.
11800 Sunrise Valley Dr.
Reston, VA 22091
(703) 860-5050
John N. Magiure, President
Is Revenue FYE 05/87 : $ 54.1 m
Total Employees: 432
Services: SysSW
Public

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Source Telecomputing Corporation
1616 Anderson Rd.
McLean, VA 22102
(703) 734-7500
Jay Keller, President
Total Revenue FYE 06/87 (Est) : $ 15.0 m
Total Employees: 110
Private

Systemhouse, Inc.
1010 North Glebe Rd.
Arlington, VA 22201
(703) 276-0500
Peter Sardiford, President
Services: Pfs Tky
Parent Company: Systemhouse, Limited

Systems Engineering Computer Co. (SEC)
5400 Byrdhill Rd.
Richmond, VA 23228
(804) 262-4066
John Noll, President
Total Employees: 60
Services: Pfs Proc AppSW Tky
Private

Systems Research & Applications
2425 Wilson Boulevard
Arlington, VA 22201
Ernest Volgenau, President
Private

Telecommunication Industries, Inc.
1951 Kidwell Drive
Vienna, VA 22180
(703) 790-0410

Telenet Communications Corp.
12490 Sunrise Valley Drive
Reston, VA 22096
(703) 689-5700
C. Thomas Taylor

TII Translation Services
9990 Leec Highway, #510
Vienna, VA 22030
(703) 359-6270
Michael Mitchell, CEO
Total Revenue FYE 01/87 (Est) : $ 7.5 m
Is Revenue : $ 7.5 m
Total Employees: 20

Services: Proc
Parent Company: Telecommunication Industries, Inc.

Titan Systems, Inc.
1950 Old Gallow Road
Vienna, VA 22180
(703) 883-9200
Jack McDougall, President
Total Revenue FYE 12/85 : $ 34.4 m
Total Employees: 700
Services: Pfs
Parent Company: Titan Corporation (The)

United Software Security, Inc.
8133 Lessbury Pike
Suite 800
Vienna, VA 22180
(703) 556-0007
Stephen M. Hicks
Total Revenue FYE 01/87 : $ 2.5 m
Total Employees: 14
Services: AppSW
Public

Vanguard Technologies International, Inc.
One Flint Hill
10530 Rosehaven Street
Fairfax, VA 22003
(703) 273-0500
Dean W. Crawford, Chief Executive Officer
Total Revenue FYE 01/88 : $ 55.6 m
Is Revenue : $ 55.6 m
Total Employees: 1534
Services: Pfs
Parent Company: Cincinnati Bell, Inc.

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VSE Corporation
2550 Huntington Ave.
Alexandria, VA 22303
(703) 960-4600
John Toomy, President
Is Revenue FYE 12/87 : $ 3.0 m
Total Employees: 2000
Services: Pfs
Public

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1776 Corporation
1776 Corporation Building
13629 Bellevue-Redmond Rd
Bellevue, WA 98005
(206) 454-1776
Services: Tky
Private

ABC Management Systems, Inc.
805 Dupont Street, Suite 3
Bellingham, WA 98225
(206) 671-5170
Dr. Ruskin, President
Total Revenue FYE 04/86 : $ 1.5 m
Is Revenue : $ 1.5 m
Private

ABC Marketing International, Inc.
Suite 3, 805 Dupont Street
Bellingham, WA 98225
(206) 671-5170
V.N. Ruskin, President
Services: AppSW
Private

Ability Information Systems, Inc.
N. 2721 Van Marter Road
Suite 3
Spokane, WA 99206
(509) 922-3677
Donald F. Harvey, CEO
Services: AppSW
Private

ABL Management Systems Inc.
805 Dupont Street
Suite 3
Bellingham, WA 98225
(206) 671-5170
Larry Ford
Total Employees: 20
Private

Accountants Microsystems, Inc.
3633 136th Place, S.E.
Bellevue, WA 98006
(206) 643-2050
Richard J. LaPorte, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue : $ 14.3 m
Total Employees: 95
Services: Pfs AppSW
Parent Company: SCS/Computer, Inc.

AGENA Corporation
9709 3RD Avenue N.E.
Seattle, WA 98115
Seattle, WA 98115
(206) 525-0005
L.L. Mangis, President
Total Revenue FYE 12/87 : $ 22.0 m
Total Employees: 188
Services: Proc Tky
Private

Aldus Corporation
411 1st Ave., South
Suite 200
Seattle, WA 98104
(206) 622-5500
Paul Brainerd, President
Is Revenue FYE 12/87 : $ 39.5 m
Total Employees: 200
Services: AppSW
Public

AMI
3633 136th Place S.E.
Bellevue, WA 98006
(206) 643-2050
Total Revenue FYE 12/84 : $ 12.0 m
Is Revenue : $ 10.8 m
Total Employees: 130
Services: Pfs AppSW Tky
Private

Applied Business Systems
1817 Springfield
Spokane, WA 99202
(509) 535-7799
John Bowers, President
Private

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Bellesoft, Inc.
2820 Northup Way, Suite 150
Bellevue, WA 98004
(206) 828-7282
Total Revenue FYE 12/84 : $ 1.7 m
Is Revenue : $ 1.7 m
Services: AppSW
Private

Berge Software
1200 Westlake Avenue, No. 612
Seattle, WA 98109
(206) 284-7610
John Berge, President
Is Revenue FYE 06/87 : $ 0.5 m
Total Employees: 4
Services: AppSW
Private

Boeing Computer Service
P.O. BOX 24346
Seattle, WA 98124
(206) 865-5180
Michael R. Hallman, President
Is Revenue FYE 12/87 : $ 265.0 m
Total Employees: 11315
Services: Pfs Proc AppSW
Public

Caelus Associates, Inc.
800 Fidelity Building
Spokane, WA 99201
(509) 455-8566
John Frieburg, President
Is Revenue FYE 06/87 : $ 7.3 m
Total Employees: 54
Services: Tky
Private

Care Computer Systems
P.O. Box 1408
Bellevue, WA 98009
(206) 451-8272
James L. Ingalls, President
Total Revenue FYE 09/85 : $ 5.9 m
Is Revenue : $ 5.6 m
Total Employees: 90
Services: Proc AppSW Tky
Private

C.M. Computers, Inc.
15220 32nd Avenue, Sutie B
Seattle, WA 98188
(206) 241-1199
George W. Masterson, President
Is Revenue FYE 06/87 (Est) : $ 1.0 m
Total Employees: 15
Services: Pfs Tky
Private

Columbia Computing Services
8611 South 212th Street
Kent, WA 98031
(206) 872-0283
Dr. Robin Louis
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue (Est) : $ 15.0 m
Total Employees: 120
Services: Pfs AppSW
Public

Computer Financial Services
13425 N.E. 20th
Bellevue, WA 98005
(206) 746-2666
David Osterholt, President
Is Revenue FYE 12/87 (Est) : $ 0.6 m
Total Employees: 5
Services: AppSW
Private

DIS Corporation
288 W. Kellogg Road
Beelingham, WA 98226
(206) 733-7610
Sheila Mickool
Total Revenue FYE 03/89 (Est) : $ 15.0 m
Is Revenue (Est) : $ 15.0 m
Total Employees: 150
Services: Tky
Private

DSD Corporation
18912 N. Creek Pkwy,#105
Bothell, WA 98011
(206) 485-7564
Theresa Cristianson, President
Total Employees: 15
Services: AppSW
Private

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Escom, Inc.
10502 N.E. 37th Circle
Kirkland, WA 98033-7920
(206) 828-0995
Mr. Terry Liggett, President
Is Revenue FYE 09/87 : $ 2.7 m
Total Employees: 22
Services: Pfs Proc AppSW SysInt Tky
Private

Heuristima Corporation
6300 Southcenter Blvd., Suite 203
P.O. Box 88862
Seattle, WA 98138
(206) 248-2661
John Connor, President
Is Revenue FYE 12/87 (Est) : $ 2.3 m
Total Employees: 16
Services: Pfs AppSW Tky
Private

Information Management Corporation
3131 Elliot Avenue, Suite 600
Seattle, WA 98121-1018
(206) 282-1880
Chris Johnson, President
Total Revenue FYE 11/86 : $ 0.5 m
Is Revenue : $ 0.5 m
Total Employees: 12
Services: Pfs AppSW
Private

InteGram, Inc.
1150 140th Ave., North East
Bellevue, WA 98005
(206) 643-1030
Robert Foulkes, President
Total Revenue FYE 06/85 (Est) : $ 1.0 m
Is Revenue (Est) : $ 1.0 m
Total Employees: 18
Services: Pfs Proc Tky
Private

Interactive Solutions Corporation
Box 354
Woodinville, WA 98072
(206) 481-0633
Mr. Steve Hance, President
Total Employees: 5
Services: AppSW
Private

ISC Systems Corporation
East 22425 Appleway
P.O. BOX TAF-C8
Spokane, WA 99220
(509) 927-5600
Ted C. DeMerritt, President
Is Revenue FYE 06/87 : $ 145.5 m
Total Employees: 1841
Services: Tky
Public

ITRON
East 15616 Euclid Avenue
Spokane, WA 99215
(509) 924-9900
Johnny Humphreys, President
Is Revenue FYE 12/87 (Est) : $ 21.7 m
Total Employees: 350
Services: SysSW Tky
Private

Manus Services Corporation
1130 Rainier Avenue S.
P.O. Box C-440406
Seattle, WA 98114
(206) 325-2200
Clifford M. Asplund, President
Is Revenue FYE 01/87 : $ 15.0 m
Private

Microrim, Inc.
3925 159th Avenue N.E.
Redmond, WA 98073-9722
(206) 885-2000
David F. Hull, President
Is Revenue FYE 01/87 : $ 13.3 m
Total Employees: 255
Services: SysSW
Private

Microsoft Corporation
16011 N.E. 36th Way
P.O. Box 97017
Redmond, WA 98073-9717
(206) 882-8030
Jon Shirley, President
Is Revenue FYE 06/87 : $ 238.7 m
Total Employees: 1800
Services: AppSW SysSW
Public

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Northwest Management Services, Inc.
2323 East Lake East
Seattle, WA 98102
(206) 329-9990
Michael Herman, COO
Is Revenue FYE 01/87 (Est) : $ 5.4 m
Total Employees: 60
Services: Proc
Private

O'Hanlon Computer Systems, Inc.
11058 Main Street, Suite 250
Bellevue, WA 98004
(206) 454-5350
Frank Cosley, President
Is Revenue FYE 12/87 (Est) : $ 0.8 m
Total Employees: 21
Services: Network AppSW Tky
Private

Physician Micro Systems Inc.
801 East Harrison Street
Seattle, WA 98102
(206) 527-4010
Services: Tky
Private

Pro Data Systems, Inc.
2333 Western Avenue
Seattle, WA 98121
(206) 441-4090
Robert F. Foster
Total Revenue FYE 12/87 (Est) : $ 2.0 m
Is Revenue : $ 1.7 m
Total Employees: 39
Services: Proc AppSW
Private

Professional Resource Group
106 Woodworth
Sedro Woolley, WA 98294
(800) 772-4545
Services: Tky
Private

Quicksoft
219 First Avenue North #224
Seattle, WA 98109
(206) 282-0452
Bob Wallace, President
Is Revenue FYE 06/87 (Est) : $ 2.1 m
Total Employees: 24
Services: AppSW
Private

SAFECO Corporation
SAFECO Plaza
Seattle, WA 98185
(206) 545-5000
Bruces Maines, President
Public

Seattle OS, Inc.
1309 114th Avenue S.E.
Bellevue, WA 98004
(206) 455-5117
Jim Whelau, President
Is Revenue FYE 10/87 : $ 2.0 m
Total Employees: 9
Services: SysSW
Private

Sierra Geophysics Inc.
11255 Kirkland Way
Kirkland, WA 98033
(206) 822-5200
Dr. Robert S. Hart
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue : $ 15.0 m
Total Employees: 150
Services: AppSW
Private

Softflex Systems, Inc.
875 Swift Blvd.
Richland, WA 99352
(509) 946-9320
Mike DeWitt, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 11
Services: AppSW SysSW
Private

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SONA Systems Corporation
8575 Willows Road
Redmond, WA 98052
(206) 883-1606
Nick Miller, President
Total Employees: 4
Private

Spokane Computer Services, Inc.
915 W. 2nd Ave.
Spokane, WA 99204
(509) 624-4248
Daniel L. Olson, President
Is Revenue FYE 04/87 : $ 3.0 m
Total Employees: 30
Services: AppSW SysInt
Private

Teal Communications International, Inc.
P.O. Box 8062
Blaine, WA 98230
Christopher Elmer, President
Total Employees: 6
Services: AppSW
Parent Company: Teal Communications, Inc.

Timeline, Inc.
3055 112th Avenue NE
Suite 106
Belleuve, WA 98004
(206) 822-3140
Charlie Osenbaugh
Total Revenue FYE 01/87 (Est) : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 45
Services: Pfs AppSW
Private

TOM Software, Inc.
127 S.W. 156th Street
P.O. Box 66595
Seattle, WA 98166
(206) 246-7022
Howard Bing, President
Total Revenue FYE 10/84 : $ 5.4 m
Is Revenue : $ 5.4 m
Services: AppSW
Private

Triangle Computer Services
200 W. Mercer Avenue, Suite 300
Seattle, WA 98119
(206) 282-8466
Ben Schrenzel, President
Total Revenue FYE 05/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 7
Services: Pfs AppSW
Private

United States Computers Inc.
8815 S. Tacoma Way
Tacoma, WA 98499
(206) 584-7211
Robert Gerth, President
Is Revenue FYE 01/87 : $ 0.4 m
Total Employees: 5
Services: Proc
Private

U.S. Intelco Network, Inc.
99 South Sound Center
Lacey, WA 98503
(206) 456-3535
Ken F. Parsons, President
Is Revenue FYE 06/87 (Est) : $ 4.8 m
Total Employees: 100
Services: Network Pfs Proc AppSW
Private

Video Financial
1020 John St.
Seattle, WA 98109
(206) 682-8482
Don Vogerk, General Manager
Services: Proc
Private

Walker, Richer & Quinn, Inc.
2825 Eastblee Avenue
Suite 200
Seattle, WA 98102
(206) 324-0350
Doug Wallar
Total Revenue FYE 01/87 (Est) : $ 25.0 m
Total Employees: 60
Services: SysSW
Private

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Western Institute of System Engineering
11911 N.E. 1st Street, #206
Bellevue, WA 98005
(206) 451-0030
Dr. H. Blair Burner, President
Total Revenue FYE 01/86 (Est) : $ 0.5 m
Is Revenue (Est) : $ 0.5 m
Total Employees: 9
Services: Pfs SysInt
Private

WISE Corporation
11911 NE 1st Street #206
Bellevve, WA 98005
(206) 451-0030
Dr. H. Blair Burner
Total Revenue FYE 01/87 (Est) : $ 2.5 m
Is Revenue : $ 2.5 m
Total Employees: 6
Services: Pfs
Private

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Cambridge Careers Products, Inc.
One Players Club Drive
Charleston, WV 25311
(304) 344-8550
Dr. Ty Gardner, President
Is Revenue FYE 12/87 : $ 1.6 m
Total Employees: 21
Services: AppSW
Private

Computerized Business Systems
54 14th Street
Wheeling, WV 26003
(304) 233-9455
Private

Jefferson Software
2 Players Club Drive
Charleston, WV 25511
(304) 344-8550
Dr. Ty Gardner, President
Total Revenue (Est) : $ 0.7 m
Is Revenue (Est) : $ 0.7 m
Total Employees: 10
Services: AppSW
Private

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Ag/Pac
427 Grand Canyon
Madison, WI 52719
(800) 872-4722
Services: AppSW
Private

Allen-Bradley Co., Inc.
1201 S. Second Street
Milwaukee, WI 53204
(414) 382-2000
J. Tracy O'Rourke
Total Revenue FYE 01/87 (Est) : $ 0.5 m
Total Employees: 13000
Parent Company: Rockwell International Corporation

Automated Systems Inc.
1505 Commerce Avenue
Brookfield, WI 53005
(414) 784-6400
Robert Fleming, President
Total Employees: 150
Services: Proc AppSW
Private

Automation Management Services, Inc. (AMS)
16535 W. Bluemound Rd., Suite 230
Brookfield, WI 53005
(414) 542-3500
John Knopp, President
Private

Calyx Corporation
150 N. Sunny Slope Road
Suite 375
Brookfield, WI 53005
(414) 782-0300
Paul R. Lundell
Is Revenue FYE 01/87 : $ 100.0 m
Total Employees: 34
Services: AppSW
Private
Parent Company: Flagship Group (The), Inc.

Catalyst, U.S.A., Inc.
1971 Washington Street
Grafton, WI 53024
(414) 377-9400
Gene DeGayner, President
Total Employees: 35
Services: Tky
Private

Computer People Unlimited, Inc.
744 North 4th Street
Milwaukee, WI 53203
(414) 278-8884
Richard Weiss, President
Private

Delta Technology International, Inc.
1621 Westgate Road
Eau Claire, WI 54703
(715) 832-7575
James E. Anthony, President
Total Employees: 30
Services: AppSW
Private

Deluxe Data Systems, Inc.
8901 North Kildeer Court
Brown Deer, WI 53209
(414) 357-2700
Alan G. Brown, President
Is Revenue FYE 12/88 : $ 25.7 m
Total Employees: 440
Parent Company: Deluxe Corporation

Effective Management Systems
12000 W. Park Place
Milwaukee, WI 53224
(414) 359-9800
Robert E. Weisenberg, CEO
Total Revenue (Est) : $ 7.0 m
Services: Network Pfs Proc AppSW SysSW Tky
Private

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Epic Systems
5609 Medical Circle
Madison, WI 53719
(608) 271-9000
Judith Faulkner, President
Is Revenue FYE 09/87 : $ 4.1 m
Total Employees: 34
Services: AppSW
Private

Firstar Corporation of Appleton
200 West College Avenue
P.O. Box 1859
Appleton, WI 54913
(414) 735-1300
William D. Wolter, President
Total Revenue FYE 12/84 : $ 2.4 m
Is Revenue : $ 2.4 m
Services: Proc
Public

First Wisconsin National Bank of Milwaukee
777 E. Wisconsin Avenue
Milwaukee, WI 53201
(414) 765-4800
John Becker, President
Total Employees: 5000
Services: Proc
Parent Company: First Wisconsin Corporation

FIserv, Inc.
2152 S. 114th St.
Milwaukee, WI 53227-1029
(414) 546-5000
George D. Dalton, President
Is Revenue FYE 12/87 : $ 85.5 m
Total Employees: 1307
Services: Proc AppSW
Public

Food Computer Systems, Inc.
246 Scout Way, PO Box 109
De Pere, WI 54115
(414) 337-2027
David Smith, VP
Total Revenue FYE 09/85 : $ 1.0 m
Is Revenue : $ 1.0 m
Total Employees: 12
Services: Tky
Private

General Robotics Corp.
57 N. Mauin St.
Hartford, WI 53027
(414) 673-6800
Dave Schwartz, President
Total Revenue (Est) : $ 5.0 m
Is Revenue (Est) : $ 1.2 m
Total Employees: 100
Services: AppSW
Private

Harnischfeger Industries
13400 Bishops Lane
P.O. Box 554
Brookfield, WI 53021
(414) 671-4400

Harris Data Service, Inc.
611 North Barker Road
Suite 200
Waukesha, WI 53186-1903
(414) 784-9099
Tom Harris, President
Total Revenue (Est) : $ 20.0 m
Is Revenue (Est) : $ 6.8 m
Total Employees: 210
Services: Pfs AppSW SysInt Tky
Parent Company: Harris Business Systems/Services

Heritage Computer Corporation
2800 South Taylor Drive
Sheboygan, WI 53081
(414) 457-1422
Jens P. Christensen, President
Is Revenue FYE 12/87 : $ 5.4 m
Total Employees: 52
Services: Proc AppSW
Parent Company: Heritage Mutual Insurance Company

Information Management Software Specialists, Inc.
P.O. Box 1633
Racine, WI 53401
(414) 632-1571
Ron T. Bridgette, President
Services: AppSW
Private

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Johnson Controls, Inc.
P. O. Box 423
Milwaukee, WI 53201
(414) 274-4000
Joseph Lewis, Vice President Controls Group
Total Revenue FYE 01/87 (Est) : $ 2.6 m
Total Employees: 8000
Public
Parent Company: Johnson Controls, Inc.

Joiner Associates, Inc.
3800 Regent Street
P.O. Box 5445
Madison, WI 53705-0445
(608) 238-8637
Brian Joiner, President
Is Revenue FYE 12/87 (Est) : $ 3.5 m
Total Employees: 40
Services: SysSW
Private

Manufacturing Resource Management, Inc. (MRM)
250 N. Patrick Blvd., Suite 150
Brookfield, WI 53005
(414) 792-0400
William Wassweler, President
Total Employees: 30
Services: Pfs AppSW
Private

Marine Bank Service Corporation
1000 N. Market St.
Milwaukee, WI 53201
(414) 765-3000
James W. Eyster, President
Parent Company: Marine Corporation

Marshall & Isley Corporation
770 N. Water Street
Milwaukee, WI 53201
Public

McHugh, Freeman and Associates
175 N. Patric Blvd. #110
Brooksfield, WI 53005
(414) 792-0600
James T. McHugh, President
Is Revenue FYE 12/87 (Est) : $ 3.6 m
Total Employees: 24
Services: Network Pfs SysInt Tky
Private

MDX Clinical Data Design, Inc.
150 North Sunnyslope Road
Brookfield, WI 53005
(414) 782-0300
Services: AppSW
Private

M & I Data Services
770 N. Water St.
Milwaukee, WI 53202
(414) 357-2300
Robert Seidell, President
Is Revenue FYE 12/87 : $ 64.8 m
Total Employees: 1100
Services: Network Proc AppSW
Parent Company: Marshall & Isley Corporation

MRM, Inc.
250 N. Patrick Boulevard
Suite 150
Brooksfield, WI 53005
(414) 792-0400
William Wassweiler, President
Total Revenue FYE 01/87 (Est) : $ 15.0 m
Is Revenue (Est) : $ 7.5 m
Total Employees: 22
Services: Pfs AppSW
Private

Northouse Industries, Inc.
13660 West Capitol Dr.
Brookfield, WI 53005
(414) 781-4484
Dr. Richard A. Northouse, President
Total Employees: 13
Private

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Office Solutions, Inc.
2802 Coho Street
Madison, WI 53713
(608) 274-5047
Jan Eddy, President
Is Revenue FYE 03/87 (Est) : $ 4.2 m
Total Employees: 67
Services: Pfs AppSW
Private

Payco American Corporation
180 North Executive Drive
Brookfield, WI 53005
(414) 784-9035
Dennis Punches, President
Total Employees: 2000
Services: Proc
Public

Persoft, Inc.
465 Science Drive
Madison, WI 53711
(608) 273-6000
Richard Mueller, President
Total Revenue FYE 01/87 : $ 3.0 m
Is Revenue : $ 3.0 m
Total Employees: 50
Services: AppSW
Private

Pilot Systems, Inc.
325 North Corporate Drive
Brookfield, WI 53005
(414) 792-0050
Edmund O. Templeton, President
Total Employees: 5
Services: Tky
Private

Pilot Systems, Inc.
325 N. Corporate Drive
Brookfield, WI 53005
(414) 792-0050
Edmund O. Templeton, President
Total Revenue FYE 01/87 (Est) : $ 6.0 m
Is Revenue : $ 6.0 m
Total Employees: 50
Services: AppSW
Private

Programming Services & Support, Inc.
1601 Caledonia Street, Suite B
La Crosse, WI 54603
(608) 781-3200
Scott Lachecki, President
Is Revenue FYE 01/87 : $ 1.4 m
Total Employees: 11
Services: Pfs AppSW SysSW SysInt Tky
Private

Remote Data Systems, Inc.
Brookfield, WI 53005
Private

Rexnord Data Systems
350 West Greenfield Ave.
Milwaukee, WI 53214
(414) 643-2001
Al Slawinski, Director
Total Revenue FYE 10/86 : $ 6.2 m
Is Revenue : $ 6.2 m
Total Employees: 75
Services: Pfs Proc AppSW
Parent Company: Rexnord, Inc.

Rexnord, Inc.
350 North Sunny Slope
Brookfield, WI 53005
(414) 797-6900
John P. Calhoun, President
Private

SST, Inc.
4701 W. Schroeder Drive, #100
Milwaukee, WI 53223
(414) 355-6555
Wes Goode, President
Is Revenue FYE 12/87 : $ 1.0 m
Total Employees: 6
Services: Tky
Private

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Thomas-Laguban & Associates
250 N. Patrick Blvd.
Brookfield, WI 53005
(414) 792-0300
Gene Thomas, Chairman
Is Revenue FYE 12/87 (Est) : $ 7.5 m
Total Employees: 88
Services: Pfs AppSW SysSW Tky
Private

TRI-SYS Computer Corp.
207 East Buffalo Street
Suite 600
Milwaukee, WI 53202
(414) 291-7979
Don Nelson, President
Is Revenue FYE 12/87 : $ 0.2 m
Total Employees: 7
Services: Network Pfs AppSW SysSW Tky
Private

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